

#### **Confirmation of the Responsible Persons**

Telšiai, September 2020

We, the undersigned, Robertas Pažemeckas, Director General of Žemaitijos pienas, AB, and Dalia Gecienė, Chief Accountant, confirm that, to the best of our knowledge, unaudited consolidated financial statements of 6 months of the year 2020 have been prepared according to the accounting standards applied, they correspond to the facts and represent the property, obligations, financial status, profit or losses and cash flows of the Company and Group of Companies fairly and consolidated semi-annual report contains correct business development and activity review, the status of the Company and Group of Companies as well as the description of the main risks and uncertainties encountered.

1602.

Director General

Robertas Pažemeckas

Chief Accountant

Dalia Gecienė



ŽEMAITIJOS PIENAS, AB
SET OF CONSOLIDATED
AND
SEPARATE FINANCIAL STATEMENTS
FOR 1st HALF OF 2020



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### ŽEMAITIJOS PIENAS, AB

Company code 180240752, Sedos st. 35, Telšiai, Lithuania

Set of consolidated and separate financial statements for  $1^{\text{st}}$  half of 2020

(All amounts are indicated in thousands of EUR unless provided otherwise)

#### I.STATEMENTS OF FINANCIAL POSITION

	Note	The G	roup	The Co	mpany
ASSETS		30-06-2020	31-12-2019	30-06-2020	31-12-2019
	=				
Fixed assets		220	22.5	215	225
Intangible assets	4	320	335	315	327 49,247
Tangible assets	4	54.002	55.624 3.610	47.516 3.436	3,534
Investments for sale	5 6	3.511 885	3.610	3.430 885	3,334
Right-of-use-asset Investments into subsidiaries	U	000	393	3.150	3.150
Loans granted	8	2,057	1.771	2.057	1.771
Others fin., invest. assets	Ü	84	1.//1	84	
Deferred profit tax assets	7	582	548	482	448
Total amount of fixed assets	, =	61.441	62.283	57.925	58,872
Current assets		021111	02/200		
Stock	9	30.352	32.327	28,648	30.760
Advance payments		280	268	257	229
Receivables from the buyers	10	16,344	18.330	16.071	18.216
Other receivables	11	1.335	2.075	1.144	1.471
Cash and cash equivalents	12	17.988	9.901	16.659	8.835
Total amount of current assets		66.299	62,900	62.779	59.512
ASSETS IN TOTAL	_	127.740	125.183	120.704	118.384
	- 5				
EQUITY AND LIABILITIES					
Capital and reserves					
Share capital	13	14.029	14.029	14.029	14.029
Own shares (-)		(3.801)	(3.801)	(3.801)	(3.801)
Required reserve		1.403	1.401	1.403	1,401
Other reserves		12.350	10.274	12.350	10.274
Undistributed profit		67.195	63.204	61.388	56.839
Equity of the shareholders of the parent	-		85,107	85,369	78.742
company		91.176	03.107	03.302	70,742
Minority interest	_	1.524	1.611		<u>*</u>
Equity in total		92.700	86.718	85.369	78.742
Long-term liabilities					
Support received		3.220	3.357	3.065	3.192
Loans	14	11.000	11.000	11.000	11.000
Liabilities arising from the financial lease	15	989	505	989	505
Liabilities arising from the deferred profit tax				<u>a</u>	<u>~</u>
Other long-term liabilities		3.438	3.438	3.158	3.158
Total amount of long-term liabilities	-	18,647	18.300	18.212	17.855
Short-term liabilities					
Loans	14	1.000	2.998	1.000	2.998
Liabilities arising from the financial lease	15	432	490	432	490
Trade debts	16	9.519	11.365	10.806	13.566
Payable profit tax	10	5.515	11.505		
Other payable amounts	17	5.442	5.311	4.885	4.733
Total amount of short-term liabilities	* / 12	16.393	20.165	17.123	21.787
	-			35.335	39.642
Liabilities in total		35.040	38.465	120.704	118.384
EQUITY AND LIABILITIES IN TOTAL	0/1-	127.740	125.183	120./04	110,307

Robertas Pažemeckas Ceneral Director

Dalin Geciene Chief accountant



#### II. STATEMENTS OF COMPREHENSIVE INCOME

#### The Group

	Notes	Jan-Jun 2020	Jan-Jun 2019
Notes			
Sales	3	88.417	87.709
Cost of sales		(68.465)	(70.363)
GROSS PROFIT		19.952	17.346
Operating expenses		(14.056)	(12.785)
Other operating income and expenses	_	88	116
(LOSS) PROFIT FROM OPERATIONS		5.984	4.677
Finance costs		(95)	(62)
Other financial income and expenses		68	73
(LOSS) PROFIT BEFORE TAX		5.957	4.688
Income tax (benefit) expense	-	25	(413)
TOTAL INCOME FOR THE PERIOD		5.982	4.275
ATTRIBUTABLE TO:			
Equity holders of the Company		6.069	4.369
Minority interest	_	(87)	(94)
		5.982	4.275
Basic and diluted earnings per share (EUR)	-	0,13	0,10

#### The Company

	-	Jan-Jun 2020	Jan-Jun 2019
Sales	3	88.089	87.302
Cost of sales		(67.922)	(69.656)
GROSS PROFIT	-	20.167	17.646
Operating expenses		(13.651)	(12.516)
Other operating income and expenses		104	1.923
(LOSS) PROFIT FROM OPERATIONS		6.620	7.053
Finance costs		(95)	(62)
Other financial income and expenses		68	82
(LOSS) PROFIT BEFORE TAX		6.593	7.073
Income tax (benefit) expense		34	(353)
TOTAL INCOME FOR THE PERIOD		6.627	6.720
ATTRIBUTABLE TO:	-		
Equity holders of the Company		6.627	6.720
Minority interest			
		6.627	6.720
Basic and diluted earnings per share (EUR)		0,15	0,15

Robertas Pažemeckas ' General Director Dalia Gecienė Chief accountant



#### III. STATEMENT OF CHANGES IN EQUITY

The Group	Share capital	Own shares (-)	Legal reserve	Reserve s for own shares	Othe r reser ves	Retaine d earnings	Equity	Minorit y interest	Total
Balance as of									
31 December 2018	14.029	(1.597)	1.401	5,000		60.640	79.473	1.656	81.129
Dividends	*:	•:	(*)	5	5 🕏 3	(3.692)	(3.692)	:	(3.692)
Acquisition of own shares		(2.204)					(2,204)		(2.204)
Transfer to reserves	*	(**).	Ja.,	5.274		(4.920)	354	-	354
Reserves used	₩;	<b>F</b>	ĉa.	*	(*)	9	390		*
Net profit	=	181			, <u></u>	4.369	4.369	(94)	4.275
Balance as of									
30 June 2019	14.029	(3.801)	1.401	10.274	-	56,397	78.300	1.562	79.862
Balance as of			-			S			
31 December 2019	14.029	(3,801)	1,401	10.274	3(#)	63.204	85.107	1.611	86.718
Dividends	7.5	·	•		77.5	/	240	•	
Acquisition of own shares		020				*	( a)		*
Transfer to reserves	200		2	10,000	2.350	(12.352)		*	8
Reserves used	16 <b>4</b> 0	S#3	16	(10.274)	::+:	10.274	8. <b>€</b> 8		
Other transfers			<u> </u>	£		¥	536	×	-
Net profit		· · · · · · · · · · · · · · · · · · ·	<u>-</u> _			6.069	6,069	(87)	5,982
Balance as of									
30 June 2020	14.029	(3.801)	1.403	10,000	2.350	67.195	91.176	1.524	92.700

The Company	Share capital	Own shares (-)	Legal reserve	Reserves for own shares	Other reserves	Retained earnings	Total
Balance as of	·	-					
31 December 2018	14.029	(1.597)	1.401	5,000		52,101	70.934
Dividends			2		= ==	(3.692)	(3.692)
Acquisition of own shares		(2.204)				·	(2.204)
Transfer to reserves	9	823	<b>±</b> 5	5.274		(4.920)	354
Reserves used	¥	· ·	•		:=		
Net profit						6.720	6.720
Balance as of		-					
30 June 2019	14.029	(3.801)	1.401	10,274		50.210	72.113
Balance as of 31 December 2019	14.029	(3,801)	1.401	10.274		56.839	78.742
Dividends		::::	(*)	3	25	8	9
Acquisition of own shares		928				*	*
Transfer to reserves	20	349	2	000.01	2,350	(12.352)	5
Reserves used	₽	396		(10.274)	3	10.274	5
Other transfers	*	(#C	7.00	*	:-	8	*
Net profit			(€)			6.627	6,627
Balance as of		-		-			
30 June 2020	14.029	(3.801)	1.403	10,000	2.350	61.388	85.369

Robertas Pažemeckas General Director Dalja Gecienė Chief accountant



#### IV.CASH FLOW STATEMENTS

	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019	
Cash flow from operating activities		4055	( (27	( 720	
Profit (loss) for the period	5.982	4.275	6.627	6.720	
Adjustments:	2.841	2.426	2.706	2.305	
Depreciation and amortization Amortization of grants received	(137)	(134)	(127)	(124)	
Gain (loss) on disposal of non-current assets	118	106	110	(1.556)	
Corporate income tax expenses	(34)	67	(34)	67	
Impairment of accounts receivable	29	19	29	19	
Impairment of accounts receivable  Impairment of property, plant and equipment	-	:=::		·	
Impairment of inventories to net realizable	125	(4.000)	5.1	(1.22()	
value	51	(1.226)	51	(1.226)	
Net financial expenses (income)	58	31	58	31	
Elimination of non-cash items	-	354	Ħ.	354	
Loss from liquidation of subsidiaries	-				
Net cash flows from ordinary activities before changes in working capital	8.908	5.917	9,420	6.591	
Changes in working capital:	1 000	(550)	2.071	(730)	
(Increase) decrease in inventories	1.923	(758)	2.061 2.123	(729) (804)	
(Increase) decrease in trade receivables	1.956	(1.142)	(27)	(122)	
(Increase) decrease in prepayments	(11)	(121)	, ,	1.473	
(Increase) decrease in other receivables	368	1.330	(45)		
(Decrease) increase in trade payables	(1.846)	(1.119)	(2.759)	(3.601)	
(Decrease) increase other accounts payable	990	367	1.011	395	
Corporate income tax paid	W.	<u>B)</u>	<u> </u>	·	
Net cash flows from operating activities	12.288	4.474	11.784	3.203	
Cash flows from (to) investing activities					
Acquisition of intangible assets and	(903)	(5.107)	(662)	(3.424)	
property, plant and equipment.	,				
Proceeds on sale of property, plant and equipment	49	913	49	2.598	
Acquisition of subsidiaries	( <del>*</del>		E .	-	
Acquisition of others investments	(943)	-	(943)	(#C	
Repayment of loans granted	461	597	461	597	
Loans granted	(376)	(588)	(376)	(588)	
Interest received	41	41	41	41	
Net cash flows (to) investing activities	(1.671)	(4.144)	(1.430)	(776)	
. , ,					



### IV.CASH FLOW STATEMENTS - continue

The Group

The Company

	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019
Cash flows from (to) financing activities				
	≧	-	¥	:=
Dividends paid	¥	(3.692)	*	(3.692)
Acquisition of own shares	¥	(2.204)	#	(2.204)
Grants received (-)	<del>=</del> 1	2.208	#	2.208
Loans received (-)	15	37.0		
Repayment of loans	(1.998)	(1.000)	(1.998)	(1.000)
Financial lease payments	(433)	(535)	(433)	(535)
Interest paid	(95)	(62)	(95)	(62)
Other financial (income) and expenses	(3)	(9)	(3)	(10)
Net cash flows from financial activities	(2.530)	(5.295)	(2.530)	(5.295)
Net increase (decrease) in cash and cash equivalents	8.087	(4.965)	7.824	(2.868)
Cash and cash equivalents at the beginning of the year	9.901	6.499	8.835	4.352
Cash and cash equivalents at the end of the year	17.988	1.534	16.659	1.484

Robertas Pažemeckas General Director Dalia Gecienė Chief accountant



#### V. EXPLANATORY NOTES

#### 1. GENERAL INFORMATION

Žemaitijos pienas, AB (hereinafter referred to as the Company) is a public limited liability company registered in the Republic of Lithuania. Its registered office is situated at the address Sedos st. 35, Telšiai, Lithuania.

The Company produces dairy products and sells them on the Lithuanian and foreign markets. The Company has a number of wholesale units with warehouses and vehicles in the biggest cities of Lithuania. The Company commenced its operations in the year 1984.

On 30 June 2019 and 2020 the Company's share capital was 14 029 thousand of EUR composed of 48.375.000 ordinary registered shares with a nominal value of 0,29 EUR per share.

All of the shares are issued, subscribed and paid up.

Subsidiaries did not hold any shares of the Company as of 30 June in 2020 and 2019.

The Company's shares are traded on the Baltic Additional trade list of the Vilnius Stock Exchange.

In 30 June 2018 The Company had acquired 2,133 thousand. units of own shares for 1,432 thousand. Eur. In 31 December 2018 – The Company had acquired 2,227 thousand pcs for 1,597 thousand. Eur. In January-June of 2019 The Company additionally acquired 1,189,535 own shares for 2,204 thousand. Eur.

In June 2019, and 2020 the balance of the Company own shares amounted to 3,417 pcs for 3,801 thousand. Eur. amount.

In 30 June 2020, the Group was composed of Žemaitijos pienas, AB and its subsidiaries (hereinaster - the Group):

Subsidiary	Registered office of the Company	Group's shares	Consolidated interest	(cost price) 30 June 2020	Net assets 30 June 2020	Main activities
Šilutės Rambynas, ABF	Klaipėdos st. 3, Šilutė, Lithuania	87.82 %	87,82 %	3.150	8,696	Production and sale of cheese

On 30 June 2020, the Company had 1.281 employees, and the Group had 1.463 employees (on 30 June 2019 - 1.227 employees in the Company and 1.422 employees in the Group).

#### 2. ACCOUNTING PRINCIPLES

The consolidated interim financial statements for the six months' period ending 30 June 2020 are prepared in accordance with the International Financial Accounting Standards, as adopted by the European Union, includes IAS 34. In all material respects, the same accounting principles have been followed as in the preparation of financial statements for 2019.

The presentation currency is euro. The financial statements are presented in thousands of euro, unless indicated otherwise. The financial statements are prepared under the historical cost convention.

Financial statements for the period ended 30 June 2020 are not audited. Financial statements for the year ended 31 December 2019 are audited by the external auditor Grant Thorton Baltic, UAB

#### New IFRS 16 "Leases" effective as of January 1, 2019

The Company applies the new standard using the modified retrospective approach, which means that comparative figures are not restated. The cumulative effect of applying IFRS 16 recognized at 1 January 2019. The lease liabilities attributable to leases which have previously been classified as operating leases under IAS 17 are measured at the present value of the remaining lease payments, discounted using the incremental borrowing rate as of 1 January 2019. The Company recognize a right-of-use asset at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments related to the lease, recognized as of 31 December 2018. The Company's long-term operating leases are recognized as non-current assets and financial



liabilities in the consolidated statement of financial position. Instead of operating lease expenses the Company recognizes depreciation and interest expenses in the consolidated statement of comprehensive income. Lease payments affect cash flow from operating activities (e.g. interest, low value asset leases and short-term leases), and cash flow from financing activities (repayment of the lease liability) in the cash flow statement.

#### 3. INFORMATION ABOUT THE SEGMENTS

For managerial purposes the activities of the Group and the Company are organized as a single main segment – the production and sale of dairy and cheese products (primary segment). Other products as addition (primary) segment consist of sales of milk, butter, milk whey and other.

	4	Sales, EUR		
The Group		1 1 2020	I. J. 2010	Variation in % as comparing 01-06 2020 with 01-06 2019
	1	Jan-Jun 2020	Jan-Jun 2019	
Cheese and cheese products		38.935	37.408	4,08%
Fresh dairy products		31.526	29.439	7,09%
Other products	2	17.956	20.862	-13,93% 0,81%
	Total:	88.417	87.709	0,81%
		Gross profit, E	UR thousand	
The Group		Jan-Jun 2020	Jan-Jun 2019	Variation in % as comparing 01-06 2020 with 01-06 2019
Cheese and cheese products		9.404	9,077	3,6%
Fresh dairy products		10.780	10,405	3,6%
		(232)	(2.136)	820,69%
Other products	Total:	19.952	17.346	15,02%
	Total:	19.952 Sales, EUR t	17.346	Variation in % as comparing 01-06 2020
Тће Сотрапу	-	19.952 Sales, EUR t	17.346 Thousand	Variation in % as comparing 01-06 2020 with 01-06 2019
The Company  Cheese and cheese products	-	19.952  Sales, EUR t  Jan-Jun 2020  37.702	17.346  Chousand  Jan-Jun 2019  36.151	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29%
The Company  Cheese and cheese products Fresh dairy products	-	19.952  Sales, EUR t  Jan-Jun 2020  37.702 31,397	17.346  Chousand  Jan-Jun 2019  36.151 29.312	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11%
The Company  Cheese and cheese products	-	19.952  Sales, EUR t  Jan-Jun 2020  37.702	17.346  Chousand  Jan-Jun 2019  36.151	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29%
The Company  Cheese and cheese products Fresh dairy products	-	19.952  Sales, EUR t  Jan-Jun 2020  37.702 31.397 18.990	17.346  thousand  Jan-Jun 2019  36.151 29.312 21.839	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11% -13,05%
The Company  Cheese and cheese products Fresh dairy products Other products	-	19.952  Sales, EUR t  Jan-Jun 2020  37.702 31.397 18.990	Jan-Jun 2019  36.151 29.312 21.839 87.302	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11% -13,05% 0,90%
The Company  Cheese and cheese products Fresh dairy products Other products	-	19,952  Sales, EUR t  Jan-Jun 2020  37.702  31,397  18.990  88.089	Jan-Jun 2019  36.151 29.312 21.839 87.302	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11% -13,05% 0,90%  Variation in % as comparing 01-06 2020 with 01-06 2019
The Company  Cheese and cheese products Fresh dairy products Other products	Total:	19,952  Sales, EUR t  Jan-Jun 2020  37.702  31,397  18.990  88.089	17.346  thousand  Jan-Jun 2019  36.151 29.312 21.839 87.302	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11% -13,05% 0,90%  Variation in % as comparing 01-06 2020
The Company  Cheese and cheese products Fresh dairy products Other products	Total:	19,952  Sales, EUR t  Jan-Jun 2020  37.702  31,397  18.990  88.089  Gross profit, EU  Jan-Jun 2020	17.346  thousand  Jan-Jun 2019  36.151 29.312 21,839 87.302  JR thousand	Variation in % as comparing 01-06 2020 with 01-06 2019 4,29% 7,11% -13,05% 0,90%  Variation in % as comparing 01-06 2020 with 01-06 2019
The Company  Cheese and cheese products Fresh dairy products Other products  The Company  Cheese and cheese products	Total:	19.952  Sales, EUR t  Jan-Jun 2020  37.702  31.397  18.990  88.089  Gross profit, EU  Jan-Jun 2020  9,559	17.346  Shousand  Jan-Jun 2019  36.151 29.312 21.839 87.302  Jan-Jun 2019 9.323	Variation in % as comparing 01-06 2020 with 01-06 2019  4,29% 7,11% -13,05%  0,90%  Variation in % as comparing 01-06 2020 with 01-06 2019 2,53%



The sales of the Group and the Company according to the geographical segments (secondary segment) are provided hereunder:

The Group	Jan-Jun 2020	Jan-Jun 2019
Sales, EUR thousand	<del></del>	
Lithuania	45.626	44.571
Other Baltic and CIS states	15.541	15.011
Other European states	20.416	21.814
Other	6.834	6.313
In total	88.417	87.709
The Company	Jan-Jun 2020	Jan-Jun 2019
Sales, EUR thousand		\
Lithuania	46,472	45,503
Other Baltic States and CIS members	14,548	13.889
Other Europe countries	20.416	21.814
Other	6.653	6,096
Total, EUR thousand:	88.089	87.302

#### 4. INTANGIBLE AND TANGIBLE NON-CURRENT ASSETS

Changes in intangible assets of the Group as of 30 June 2020:

Acquired rights	Computer software	Licenses, patents	Total
243	142	592	978
8	11	70	89
8	(12)	(115)	(127)
(69)		69	*
182	142	615	940
107	134	402	643
23	4	53	81
(3)		3	8
3*	(12)	(93)	(104)
127	126	366	620
136	8	190	335
55	16	249	320
	rights  243  8  (69)  182  107  23  (3)  -  127	rights         software           243         142           8         11           -         (12)           (69)         -           182         142           107         134           23         4           (3)         -           -         (12)           127         126	rights         software         patents           243         142         592           8         11         70           -         (12)         (115)           (69)         -         69           182         142         615           107         134         402           23         4         53           (3)         3           -         (12)         (93)           127         126         366

Changes in intangible assets of the Company as of 30 June 2020

The Company	Acquired rights	Computer software	Licenses, patents	Total
Acquisition cost As of 31 December 2019	243	115	592	950



-acquisition	8	11	70	89	
-sold or written-off assets	(#)	(12)	(115)	(127)	
-transfers between accounts	(69)	~	69	<u> </u>	
As of 30 June 2020	182	114	616	912	
Accumulated depreciation					
As of 31 December 2019	107	114	402	623	
-amortization	23	2	53	78	
-amortization of transferred and written-off assets	<b>S2</b>	(12)	(93)	(104)	
-transfers between accounts	(3)	( <del>*</del> )	3	2	
As of 30 June 2020	127	104	366	597	
Net book value:					
As of 31 December 2019	136	1	190	327	
As of 30 June 2020	55	10	250	315	
===					

In the period January-June 2020 amortization of non-current intangible assets of the Group and the Company amounts to EUR 81 thousand and EUR 78 thousand respectively.

Investments in the purchase of non-current intangible assets made by the Group and the Company in the period January - June 2020 amount to EUR 89 thousand and EUR 89 thousand respectively. As all the assets of the Group and the Company are located in Lithuania, all the investments were made in the Lithuanian geographic segment.

#### Changes in property, plant and equipment of the Group as of 30 June 2020

The Group	Land, buildings and construction s	Machinery and equipment	Vehicles	Other property, plant and equipment	Constructio n in progress and prepayment s	Total
Acquisition cost As of 31 December 2019	22.446	87.845	11.457	4.938	2.567	129,252
-acquisition	30	122	190	60	288	690
-sold or written-off assets	(133)	(18)	(279)	(297)	186	(727)
-transfers to investing assets	(21)	540	.040	~	190	(21)
-reclassification	12	113	41		(166)	*
-adding value	21	an"	93	2	29	124
As of 30 June 2020	22.334	88.062	11.502	4.702	2.717	129.318
Accumulated depreciation As of 31 December 2019	8.509	53.141	9.012	2.965	.00	73.626
-depreciation	313	1.593	198	168	3.5	2.272
-depreciation of written-off and sold assets	(32)	(18)	(238)	(294)	(15)	(582)
-transfers to investing assets			115	8		3
-transfers between accounts	1*	2	( <b>)</b>	-	, <del>, , ,</del>	9
As of 30 June 2020	8.790	54.717	8.971	2.839	1/2/7	75.316
Accumulated impairment losses As of 31 December 2019 -impairment losses	(E	-				====
-reversal of impairment	(e)	-	**	*	(15)	
-transfers to investing assets						
As of 30 June 2020	:=:	=	380	=	395	
Net book value:		)(		: <del></del>	(	



#### **ŽEMAITIJOS PIENAS, AB**

Company code 180240752, Sedos st. 35, Telšiai, Lithuania

Set of consolidated and separate financial statements for 1st half of 2020

(All amounts are indicated in thousands of EUR unless provided otherwise)

As of 31 December 2019	13.937	34.704	2.445	1.973	2.567	55.624
As of 30 June 2020	13,544	33.345	2.532	1.864	2.717	54,002

Changes in property, plant and equipment of the Company as of 30 June 2020:

The Company	Land, buildings and constructions	Machinery and equipment	Vehicles	Other property, plant and equipment	Constructi on in progress and prepaymen ts	Total
Acquisition cost						
As of 31 December 2019	19.750	79.841	9.983	4.427	231	114.232
-acquisition		103	190	36	150	478
-sold or written-off assets	(132)	(18)	(279)	(297)	3 <b>#</b> 3	(726)
-adding value	-		93	2	(107)	95
-reclassification	(0.1)	66	41	=	(107)	(21)
-transfers to accounts investing assets	(21)		10.000	116	274	
As of 30 June 2020	19.597	79.992	10.028	4.167	274	114.058
A						
Accumulated depreciation As of 31 December 2019	7.413	47.521	7.454	2.596	22	64,985
-depreciation	294	1.488	201	157		2.139
-depreciation of written-off and sold	(32)	(18)	(238)	(294)	2/70	(582)
assets	(32)	(10)	(250)	(23.7)		()
-reclassification		*	98	-		9
-transfers to investing assets		2		-:	(5 <del>4</del> )	*
5				·	11	
As of 30 June 2020	7.675	48.991	7.417	2,459	8.52	66.542
Accumulated impairment losses				-	<b>7</b> €	2
As of 31 December 2019						
-impairment losses						
-reversal of impairment				-		
As of 30 June 2020	-	~	100		( <del>-</del>	
Net book value						
As of 31 December 2019	12.337	32.321	2.529	1.830	231	49.247
As of 30 June 2020	11.922	31.001	2,611	1.708	274	47,516
115 Of OO Ounc 2020						

For the period ending at 30 June 2020 the depreciation costs of the Group's and the Company's property, plant and equipment amounts to EUR 2.272 thousand and EUR 2.139 thousand respectively.

Investments in the the acquiring of non-current tangible and intangible assets made by the Group and the Company in January-June 2020 amounted to EUR 814 thousand and EUR 573 thousand. All the acquisitions above relate to the geographic segment of Lithuania.

#### 5. INVESTMENT PROPERTY

Changes in the investment assets as of 30 June 2020:

	The Group	The Company	
Acquisition cost As of 31 December 2019	4.892	4.121	
- acquisition	- 7	2.1	
- transfers from long-term assets	21	21	
- sold or written-off assets - reversal records			
As of 30 June 2020	4.913	4.142	
Accumulated depreciation			
As of 31 December 2019	1.282	587	
- depreciation	120	119	



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-	<ul> <li>transfers from long-term assets</li> <li>sold or written-off assets</li> </ul>	¥	
	<ul> <li>reversal records</li> </ul>	<u></u>	
	As of 30 June 2020	1.402	706
	A		
	Accumulated impairment losses As of 31 December 2019	7	
	-impairment losses	· · · · · · · · · · · · · · · · · · ·	*
	-reversal of impairment	<u> </u>	<u>u</u>
	As of 30 June 2020	a a	
	Net book value, Eur thousand:		
	As of 31 December 2019	3.610	3.534
	As of 30 June 2020	3.511	3,436

The fair value of investment assets approximates its book value.

The Group's and Company's depreciation of the investment assets in the period January-June 2020 amounted to EUR 120 thousand and EUR 119 thousand respectively.

The Company's investment assets in 2020 and 2019 represents rented assets to ABF Šilutės Rambynas and UAB Čia Market and other companies.

All rent contracts are easily cancellable with a few months prior notice made by the lessee or the lessor.

#### 6. RIGHT-OF-USE-ASSET

According to the new IFRS 16 "Leases" effective as of January 1, 2019 the right-of use asset account to the following:

The Group	Land, buildings and constructions	Movable property	Vehicles	Total
Acquisition cost As of 31 December 2019	594	346	72	1.012
-acquisition	861		-	861
-reclassification	(m)		-	
-the end of contract	(5)		(13)	(13)
Acquisition cost As of 30 June 2020	1.455	346	59	1.861
9				
Accumulated depreciation As of 31 December 2019	342	231	44	617
-depreciation	309	46	14	369
-reclassification	(0)	7	(10)	(0)
-the end of contract  Accumulated depreciation	·		(10)	(10)
As of 31 June 2020	651	277	48	976
Net book value As of 31 December 2019	252	115	28	395
Net book value As of 30 June 2020	804	69	12	885
The Company	Land, buildings and constructions	Movable property	Vehicles	Total
Acquisition cost As of 31 December 2019	594	346	72	1.012
-acquisition	861		-	861
-reclassification			3	2
-the end of contract			(13)	(13)
Acquisition cost As of 30 June 2020	1.455	346	59	1,861



Accumulated depreciation As of 31 December 2019	342	231	44	617
-depreciation	309	46	14	369
-reclassification	(0)	100		(0)
-the end of contract	·	<u> </u>	(10)	(10)
Accumulated depreciation As of 31 June 2020	651	277	48	976
Net book value As of 31 December 2019	252	115	28	395
Net book value As of 30 June 2020	804	69	12	885

#### 7. DEFERRED INCOME TAX ASSET

	The G	roup	The Company		
	Jan-Jun 2020	Jan-Dec 2019	Jan-Jun 2020	Jan-Dec 2019	
Deferred income tax asset					
Accounts receivable	60	54	60	54	
Inventories	51	43	39	31	
Accrued vacation reserve	179	152	179	152	
Other accrued expenses	619	626	565	572	
Investment incentiv	597	597	597	597	
Tax loss	135	135		<u> </u>	
Total deferred income tax asset, EUR thousand	1.641	1.607	1.440	1.406	
Deferred income tax asset realization allowance					
Deferred income tax asset (after realization allowance)	1.641	1.607	1.440	1.406	
Deferred income tax liability					
Difference in property, plant and equipment depretiation rates	(1.059)	(1.059)	(958)	(958)	
Total deferred income tax liability, EUR thousand	(1.059)	(1.059)	(958)	(958)	
Deferred income tax asset, net EUR thousand	582	548	482	448_	

#### 8. LOANS GRANTED

The Group's and the Company's granted loans consisted of the following:

31 12 2019	30 60 2020	31 12 2019
	50 00 2020	31 12 2019
2.577	2.491	2.577
737	682	737
1.709	1.704	1.709
131	105	131
(806)	(434)	(806)
1.771	2.057	1.771
	2.577 737 1.709 1.31 (806)	2.577     2.491       737     682       1.709     1.704       131     105       (806)     (434)



All granted loans are in EUR. The repayment term is from 1 to 9 years.

27 company's employees had a loan balance as of 30/06/2020. The average annual loan interest rate: 3%.

Loans have been granted to the employees as a motivating tool based on the Regulations for Provision of Loans to employees. A limit of the fund intended for provision of loans to the employees makes up EUR 232 thousand. On all occasion loans are being granted to a borrower after he/she undertakes to secure repayment of a loan by pledging his/her or another person's real property assets or using other means of security of repayment of a loan acceptable to the company (a credit institution guarantee or other). Upon assessment of a possible risk, liquidity of real estate assets being pledged and etc. a value of the real estate assets being pledged makes up from 100% to 200% of an amount being borrowed.

85 farmers had a loan balance as of 30/06/2020. Loans in the amount of EUR 364 thousand had been granted to farmers within the period from 01/01/2020 to 30/06/2020. The average interest rate on loans granted: 3,50%. All long-term loans have been granted with collateral (land have been pledged at market prices).

As of 30/06/2020 the associated company owed EUR 682 thousand to Klaipėdos pienas, AB. The loan has been granted with a variable/floating annual interest rate; a loan repayment period – the year 2029; the shares of Žemaitijos pienas, AB were pledged.

#### 9. STOCK

The Group's and the Company's stock consisted of the following:

	The (	Group	The Company		
	30 06 2020	31 12 2019	30 06 2020	31 12 2019	
Raw materials	3,989	4,182	3.578	3.642	
Finished goods and work in process	26.418	27.896	25.045	26,790	
Goods for resale	284	536	284	536	
	30.691	32.614	28.907	30.968	
Less: write off to net realizable value	(339)	(287)	(259)	(208)	
Total, EUR thousand:	30.352	32.327	28.648	30.760	

#### 10. RECEIVABLES FROM THE BUYERS

Receivables of the Group and the Company from the buyers consisted of the following:

	The Group		The Company	
	30 06 2020	31 12 2019	30 06 2020	31 12 2019
Trade accounts receivable	13.624	15.700	13.100	15,178
Accounts receivable from related parties	3.616	3,496	3,346	3.383
	17.240	19,196	16.446	18.561
Impairment allowance for bad debts	(631)	(601)	(110)	(80)
Impairment allowance for bad debts of related parties	(265)	(265)	(265)	(265)
Net trade receivables:	16.344	18.330	16.071	18.216

Changes in the impairment of doubtful receivables from the buyers are included in the profit (loss) statement as operating expenses.

Receivables from the buyers are free of interest and their term is usually from 30 to 90 days. The accounts receivable from the customer are recognized as impairment allowance for bad debts and are accounted in operating expense in the total income statement.

#### 11. OTHER RECEIVABLES

Other receivables of the Group and the Company consisted of the following:



	The Group		The Company	
	30 06 2020	31 12 2019	30 06 2020	31 12 2019
Income tax receivables	387	407	276	286
Current portion of long-term loans granted	434	806	434	806
VAT receivable	494	783	414	300
Other receivables	20	79	20	79
Total:	1.335	2.075	1.144	1.471

#### 12. CASH AND CASH EQUIVALENTS

The Group's and the Company's cash and cash equivalents consisted of the following:

	The G	The Group		The Company	
	30 06 2020	31 12 2019	30 06 2020	31 12 2019	
Cash at bank	17,975	9.879	16,646	8,813	
Cash on hand	13	22	13	22	
Total:	17.988	9.901	16.659	8.835	

#### 13. EQUITY

As at 30 June 2020 and at 31 December 2019 the share capital amounted to 48.375.000 ordinary registered shares with a nominal value of 0.29 Eur.

As at 30 June 2020 and on 31 December 2019, all the shares were fully paid.

The required reserve is mandatory under legal acts of the Republic of Lithuania. It is necessary to transfer not less than 5 percent of the net profit each year until the reserve reaches 10 percent of the share capital. The Company's required reserve was fully formed. The required reserve may not be distributed to the shareholders. In April 2020 the shareholders adjusted the amount of the required reserve to 1.403 thousand. Eur.

Other reserves are formed according to the decision of the annual meeting of shareholders to distribute the profit and the Company's articles of association. These reserves can only be used for the purposes determined by the general meeting of shareholders. Following the valid Law on Companies, the Company's reserves other than required reserves must be restored to the distributable profit and redistributed if they have not been used or they are not planned to be used.

#### 14. LOANS RECEIVED

The loans of the Company and the Group as at 30st June 2020 (EUR thousand):

Creditor	Date of agreement	Loan maturity date	Currency	Interest rate	2020,06.30	2019.12.31
AB SEB bank	2018-06-11	2023-06-11	EUR	1,35% Euribor 3m	6.000	7.000
AB SEB bank	2019-07-16	2024-03-30	EUR	1,40% Euribor 3m	6.000	6.000
AB SEB bank	2019-01-09	2024-06-15	EUR	2,15% Euribor 6m		998
Total: thousand EUR					12.000	13.998



In June 2018, Žemaitijos Pienas, AB concluded a credit agreement with SEB Bankas, AB for the amount of EUR 10 million. The credit was granted for the period of 5 (five) years and bears fluctuating interest rate. The last date of its repayment: June 2023. Collateral for the performance of the obligations under this credit agreement includes the following: current account of the Company at SEB Bankas, AB and real estate at the address 3, Klaipėdos Street, Šilutė.

In July 2019, the Company concluded an amendment to the credit agreement with SEB Bankas, AB on the basis of which a new business credit amounting to EUR 6 million was granted to the Company. The credit bears fluctuating annual interest rate. Its repayment date: March 2024. The additional collateral includes industrial building in Šiauliai (with all the equipment). In addition to the credit agreement, the Company concluded an agreement on financial indicators and other liabilities with SEB Bankas, AB. The financial indicators and non-financial liabilities set down in the agreement are being carried out.

During the reorganization, in the process of merger of Baltijos Mineralinių Vandenų Kompanija with the Company (under the act of the assets, rights and obligations transfer-acceptance dated 31/12/2019), the Company took over the debt of EUR 997 907 that comes from the credit agreement concluded with SEB Bankas, AB. The loan was fully repaid to the bank on 14/02/2020.

Also during the January-June 2020 the credit of 2018 agreement was repaid EUR 1 million. As at 30 June 2020, the balance of the Group and the Company's loans amounted to EUR 12,000 thousand.

#### 15. LIABILITIES UNDER THE FINANCIAL LEASE CONTRACT

As at 30 June 2020, finance lease liabilities of the Group and the Company included liabilities from lease contracts concluded with the leasing companies and liabilities for the right-of-use assets in accordance with IAS 16 "Leases", newly effective as of 01-01-2019.

The Group	30 06 2020	31 12 2019
Within one year	432	490
In the second to fifth years	989	505
Total: liabilities arising from financial lease	1.421	995
The Company	30 06 2020	31 12 2019
Within one year	432	490
In the second to fifth years	989	505
Total: liabilities arising from financial lease	1.421	995

#### 16. PAYABLE AMOUNTS

Here are the terms of financial liabilities:

- Trade debts are free from interest and are usually repaid within a period of 30 days.
- Other payable amounts are free from interest and have approximately a repayment term of one month.
- Payable interest is usually paid on a monthly basis over the entire financial year.

	The	The Group		pany
	30 06 2020	31 12 2019	30 06 2020	31 12 2019
Payables to suppliers	8.748	10.485	8.291	9,701
Payables to related parties	460	223	2.218	3.378
Prepayments	311	657	297	487_
Total:	9.519	11.365	10.806	13.566



#### 17. OTHER PAYABLE AMOUNTS

Other payable amounts consisted of the following:

	The Group		The Company		
	30 06 2020	31 12 2019	30 06 2020	31 12 2019	
Vacation reserve	1.379	1,200	1.193	1,014	
Bonuses for employees	-	-	٠	180	
Wages and salaries payable	1,194	1,058	1.054	912	
Social security payable	497	669	433	592	
Dividends payable	875	890	875	890	
Payables based on defined obligations to employees	695	695	612	612	
Management Bonus	*		(€)		
Accrued expenses	334	334	334	334	
Taxes payable, other than income tax	457	455	377	374	
Other short-term liabilities	11	10	7	5	
Total:	5,442	5.311	4.885	4.733	

Outstanding balances at the end are unsecured and interest free for them,

#### 18. RELATED PARTY TRANSACTIONS

Related parties of the Group and the Company are:

- the parties that control, are controlled by or are under common control with the Company;
- the parties that can have material impact on the activities of the Company;
- the parties that are management members of the Company or its parent company;
- the companies that are under control or material impact of the aforesaid persons.

#### The main related parties of the Group and the Company are:

Item No.	Company Name	Company Details	Nature of Main Activities
l.	Šilutės Rambynas, ABF	Company code: 277141670; address: Klaipėdos g. 3, Šilutė, LT-99115	Dairy activities and cheese making
2.	Žemaitijos pieno investicija, AB	Сопрапу code: 300041701; address: Sedos g. 35, Telšiai , LT-87101	Renting and operating own and rented real estate
3.	Baltijos mineralinių vandenų kompanija, UAB	Company code: 141763534, address: Mažeikių g. 4, Telšiai, LT-87101 ( 31 12 2019 after reorganization was merged with the Company – Žemaitijos pienas, AB)	Manufacture of bottled natural mineral water
4.	Klaipėdos pienas, AB	Company code: 240026930; address: Šilutės pl. 33, Klaipėda, LT-91107	Ice-cream production
5.	Čia Market, UAB	Company code: 141354683, address: Sedos g. 35A, Telšiai LT-87101	Retail trade in non-specialized stores.
6,	Muižas piens, SIA	Company code: 40003786632, address: Bauskas iela 58a-8, 5stavs room 507, Riga, LV-1004, Latvia	Wholesale trade in food products, marketing
7.	Samogitija, UAB	Company code: 302501454, address: Narutavičių g. 4, Telšiai, LT-87101	Production, transportation, storage, distribution, etc. of dairy and other food products.
8.	S.A.R. Dziugas France	Company code: 751860669, address: 149 avenue du Maine, Paris	Production and sale of dairy products
9.	Dziugas USA L.L.C.	Company code: 0400754292, address: Five greentree centre, ste. 104, 525 Route 73 North Marlon, NJ08053,	Wholesale import, marketing of dairy products
10,	Dziugas Eesti OU	Company code: 14324189, address: Punane 56, Tallinn, Estonia	Wholesale import, sales and marketing of dairy products
11.	Dziugas Poland Spolk	Company code: 368496450, address: ul. Luki Wielke 5, Warsaw, Poland	Activities of agents trading in food and beverages
12.	Baltic Holding, UAB	Company code: 302688114, address: Igulos g. 18B -4, Klaipėda	IT services
13.	Nepriklausoma tyrimų laboratorija, UAB	Company code: 110824551, address: Narutavičių g. 4, Telšiai	Laboratory and other tests of materials and analysis services
14.	Dziugas Deutschland GmbH	Company code: HRB 154342, address: Chilehaus A, Fischertwiete 2 20095 Hamburg, Germany	Marketing and product sales



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15,	Dziugas Hungary Kft	Company code: 01-09-325932, address: H-1132 Budapest, Váci út 22-24. VII., em., Hungary	Wholesale import, sales and marketing of dairy products
16.	Dziugas UK Ltd	Company code: 11405400; address: 10 Bloomsbury Way, London WC1A 2SL, United Kingdom	Activities of agents trading in food and beverages

#### Sales to and purchases from related parties (EUR thousand):

	The Group		The Company	
	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019
1)Sales				
Sales of goods				
To the Group				
Šilutės Rambynas ABF	<u>*</u>	97	10,369	11.126
		20	10.369	11,126
To Related parties				
Baltijos mineralinių vandenų kompanija UAB		2.55	1.40	60
Klaipedos pienas AB	410	355	140	68
Čia Market UAB	2.838	3.363	2,838	3,363
Muizas piens SIA	355	308	355	308
Dziugas Hungary Kft	8	2	8	\2
Dziugas Eesti OU	4	6	4	6
Dziugas Poland Spolk	17	:=	17	( to
UAB Nepriklausoma tyrimų laboratorija	7	3	7	(2)
Dziugas USA LLC		64	100	64
	3.639	4.096	3.369	3,809
Sales of inventory and services				
To the Group				
Šilutės Rambynas ABF			19	2,746
	3		19	2.746
To Related parties		)———	-	•
Baltijos mineralinių vandenų kompanija UAB		37	(2)	37
Klaipėdos pienas AB	149	190	149	187
Žemaitijos pieno investicija AB	18	20	18	20
Samogitija UAB	0	0	0	0
Čia Market UAB	156	308	154	306
Muizas piens SIA	0	11	0	11
UAB Nepriklausoma tyrimų laboratorija	18	25	18	24
Dziugas Deutschland GmbH	12	9	12	9
Dziugas Hungary Kft	1	-	1	
Dziugas Eesti OU	2	. 1	2	1
Dziugas Poland Spolk	6	6	66_	6
	363	607	360	601
Total Sales:	4.002	4.703	14,117	18.282

	The Group		The Company	
	Jan-Jun 2020	Jan-Jun 2019	Jan-Jun 2020	Jan-Jun 2019
2) Purchases From the Group				
Šilutės Rambynas ABF		340	12.030	13.255
	(3)		12.030	13.255
From Related parties	-	,	-	-
Baltijos mineralinių vandenų kompanija UAB	a:	644	*	644
Klaipėdos pienas AB	41	47	40	46
Žemaitijos pieno investicija AB	458	421	458	420
Čia Market UAB	1.334	1.516	1.332	1.516
Muizas piens SIA	209	329	209	329
UAB Nepriklausoma tyrimų laboratorija	565	557	541	534
Dziugas Poland Spolk	234	95	234	95
Dziugas UK Ltd	50	60	50	60



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Dziugas Deuthland GmbH	207	160	207	160
Dziugas Hungary Kft	36	28	36	28
Dziugas Eesti OU	159	128	159	128
Dziugas USA LLC	(m)	28	5 <del>.</del>	28
S.A.R. Dziugas France	130	100	130	100
	3.423	4.113	3.396	4.088
Total Purchases:	3.423	 4.113	15.426	17.343

#### Balances outstanding with related parties

	The G	roup	The Con	npany
	30 06 2020	31 12 2019	30 06 2020	31 12 2019
3) Accounts recievable and financial debts From Group				
Šilutės Rambynas ABF	· ·			
				-
From Related parties				
	£	-	140	1.63
Klaipėdos pienas AB (and loan – 682 Eur thousand)	1.408	1,339	1.408	1,226
Čia Market AB	2.210	2,675	2,210	2.675
Muizas piens SIA	117	215	117	215
Dziugas France S.A.R.	5.0		•	-
Dziugas Hungary Kft	8	2	8	2
Dziugas Deutshland GmbH	2	3	2	3
Dziugas Eesti OU	2		2	VÆ1
Dziugas Poland Spolk	20	4	20	4
·	3.767	4.238	3.767	4.125
Total balances of payables:	3.767	4.238	3.767	4.125

	The Group		The Con	npany
	30 06 2020	31 12 2019	30 06 2020	31 12 2019
4) Balances of payables To Group	<del></del>			
3	<u> </u>	2	2	
Šilutės Rambynas ABF			1.764_	3,158
			1.764	3.158
To Related parties				
Žemaitijos pieno investicija UAB	103	34	103	34
Klaipėdos pienas AB	0	-	0	-
Muizas piens SIA	1	-	1	-
Dziugas Poland Spolk	65	-	65	-
UAB Samogitija	9	40	9	40
Dziugas Eesti OU	28	26	28	26
UAB Nepriklausoma tyrimų laboratorija	231	97	225	94
Dziugas UK Ltd	7	-	7	-
S.A.R. Dziugas France	17	23	16	23
Dziugas USA LLC		3		3_
	461	223	454	220
Total balances of payables:	461	223	2.218	3.378

As at 30 June 2020, the Company accounted for impairment losses for doubtful debts related to amounts belonging to related parties, i.e. UAB Čia Market - 265 thousand (in 2019 - EUR 265 thousand). The assessment of these doubtful debts is reviewed each financial year by checking the financial position of the party concerned, the market in which the party concerned is operating to forward looking factors (as described in Note 3 – Impairment of financial assets in Financial statements for 2019).



Dalia Geciene Chief accountant

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The Company and the Group have concluded a number of transactions with related parties (AB "Žemaitijos pieno investicija" group companies) and the Group's profit and sales are significantly affected by transactions with AB "Žemaitijos pieno investicija" group. Transactions include the leasing of fixed assets, the sale of raw materials and the purchase of manufactured products (cheese) from ABF "Šilutės Rambynas", the sale of the finished products to UAB "Čia Market", and the sale of raw materials, production and services to AB "Klaipedos Pienas.

#### 19. EVENTS AFTER THE REPORTING PERIOD

There were no events occurred after the reporting period that would influence financial results of the Group and the Company.

> Robertas Pažemeckas General Director





AB "ŽEMAITIJOS PIENAS" CONSOLIDATED SEMI-ANNUAL REPORT FOR 2020

AB "ŽEMAITIJOS PIENAS" Company code 180240752, Sedos Str. 35, Telšiai, Lithuania





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### I. GENERAL INFORMATION

#### Reporting period for which the report is developed

Consolidated semi-annual report are developed and submitted for January-June 2020. Moreover, the report contains significant facts and data obtained after the end of the reporting period.

This document refers to AB "Žemaitijos pienas" (hereinafter referred to as the Company or Issuer), ABF "Šilutės Rambynas" (hereinafter referred to as the Group Company or Associated Company), and in cases when facts on both Companies are described and/or specified, the Companies shall refer to as the Companies of the Group.

#### **Brief history of the Company**

The beginning of AB "Žemaitijos Pienas" dates to 1924, when Telšiai dairy plant of high capacity was incorporated. In the end of 1984 Telšiai dairy plant activity moved to new premises and operated until opening and privatization of Telšiai cheese plant which was one of the largest in the Baltic States. AB "Žemaitijos pienas" was registered in the Register of Legal Entities on 23 June 1993 in Telšiai District Board and on 16 October 1998 it was re-registered in the Ministry of Agriculture of the Republic of Lithuania.

Upon the decision of the General Meeting of Shareholders of 1 May 2004, it was reorganized by way of division, separating a part of assets, rights and liabilities, and establishing AB "Žemaitijos pieno investicija". Upon the decision of the General Meeting of Shareholders of 18 December 2019, the Company was reorganized by merging the Public Limited Liability Company "Baltijos mineralinių vandenų kompanija", which after the merging on 10 January 2020 was deregistered from the Register of Legal Entities.

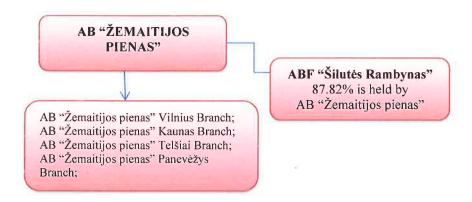
#### Data on the Company

AB "ŽEMAITIJOS PIENAS"			
Name	AB ŽEMAITIJOS PIENAS		
Legal form	Public Limited Liability Company		
Company code	180240752		
VAT number	LT802407515		
Authorised capital	EUR 14 028 750		
Office address	Sedos Str. 35, Telšiai, Lithuania		
Telephone	+ 370 444 22201		
Fax	+ 370 444 74897		
E-mail	info@zpienas.lt		
WEB	www.zpienas.lt		
Stock trading code	ZMP1L		
ISIN number	LT0000121865		
LEI number	5299005U9E85Y55OHK45		



Data on AB "Žemaitijos pienas" are collected and stored in the State Enterprise Centre of Registers.

#### Structure of the Group



Data of AB "Žemaitijos pienas" branches:

- Vilnius Branch, identification number 123809154, address: Algirdo Str. 40/13, Vilnius
- Kaunas Branch, identification number 134853981, address: Europos Ave 36, Kaunas
- Telšiai Branch, identification number 110893017, address: Sedos Str. 35, Telšiai
- Panevėžys Branch, identification number 148133399, address: J. Janonio Str. 9, Panevėžys

Branches of the Company fulfil the functions related to sale of goods (dairy products) within the established territory of the branch, as well as take other actions or fulfil instructions of the Company.

The Company has no incorporated representative offices.

ABF "ŠILUTĖS RAMBYNAS"				
Legal form	Public Limited Liability Company (Firm)			
Company code	277141670			
VAT number	LT714167015			
Authorised capital	EUR 2 493 028.50			
Office address	Klaipėdos Str. 3, Šilutė, Lithuania			
Telephone	+ 370 441 77442			
Fax	+ 370 441 77443			
E-mail	info@rambynas.lt			

Basic activity of ABF "Šilutės Rambynas" is the production and sale of fermented cheese and cheese products, as well as the production and sale of pasteurized cream, pasteurized whey and concentrated whey (NACE: C 10.5. Manufacture of dairy products; C 10.51. Operation of dairies and cheese making). Furthermore, the Company provides transportation and storage services, services related to servicing of milk buying-up points and other services.

ABF "Šilutės Rambynas" has no incorporated branches and representative offices.

#### Basic objectives and nature of economic activities



The Companies of the Group pursue economic and commercial activities (production, trade, provision of services, etc.) in order to get benefit for themselves and their shareholders. The objectives of the activity are the organisation and pursuing of the activities provided for in the Articles of Association to earn income and profit, satisfy the property interests of shareholders and the interests of employees.

Basic activity of AB "Žemaitijos pienas" is the development, production (NACE: C 10.5. Manufacture of dairy products; C 10.51. Operation of dairies and cheese making), and sales at Lithuanian and foreign markets of dairy products (fermented cheese and cheese products, prepackaged cheese and cheese products, processed cheese and cheese products, cream, cream cheese, butter, dairy spreads, mixed spreads, milk fat, pasteurised cream, buttermilk, whey, dried milk products, fresh dairy products (milk, cream, curd, cheese products, yoghurt, desserts, curd cheese, glazed curd cheese, and fermented dairy products)).

According to the ICB (Industry Classification Benchmark) widely used global company activity classification standard, AB "Žemaitijos pienas" refers to the companies - everyday consumer goods - food, beverages and tobacco.

### II. INFORMATION OF SALE OF SECURITIES BY THE ISSUER AT THE REGULATED MARKET

#### Securities (shares) of AB "Žemaitijos pienas"

On 16 July 2004 the Company concluded a Contract with AB "Šiaulių bankas", under which management of securities accounts of the Company was delegated to AB "Šiaulių bankas" as of 23 July 2004.

The register (accounting) of securities of ABF "Šilutės Rambynas" is administered by AB "Šiaulių bankas" under the contract as of 16 July 2004.

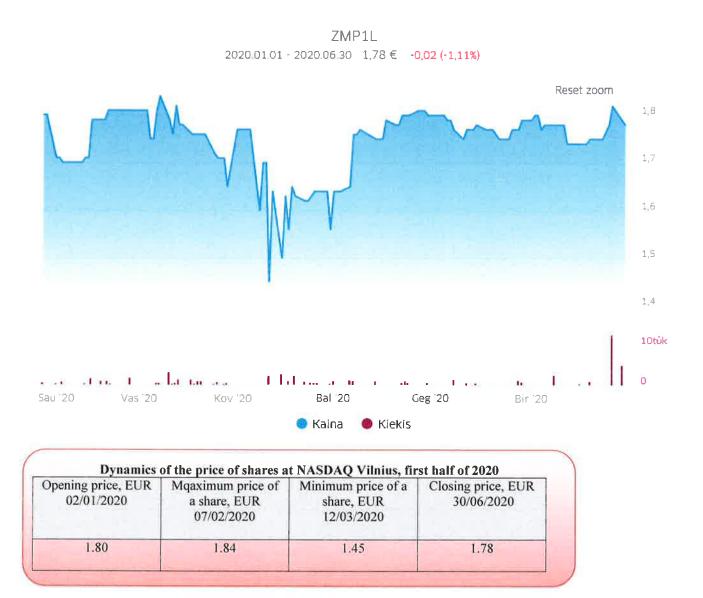
SHARES OF AB "ŽEMAITIJ	OS PIENAS"
ISIN number	LT0000121865
Abbreviation/Symbol	ZMP1L
List/segment	Baltic Secondary List
Nominal value	EUR 0.29
Securities	Ordinary registered shares
Issued number (pcs.)	48 375 000
Listed issued number (pcs.)	48 375 000
Listing start date	1997.10.13
Shares listed in the secondary list	1997.10.13
Total number of voting rights granted by the shares	48 375 000
Number of shares held by the Company	3 416 763



Only the shares issued by the Company are quoted on the secondary list of "NASDAQ OMX Vilnius" (hereinafter referred to as Vilnius Stock Exchange) (symbol: ZMP1L). Securities of AB "Žemaitijos pienas" were first listed at Vilnius Stock Exchange on 13 October 1997. ISIN number of the securities: LT0000121865.

Below one can find the schedule of sales of the Company's securities at the public exchange, from which it can be seen that from 1 January 2020 until 30 June 2020 the price of the shares changed slightly (decreased), the change at the end of the reporting period is (-1.11%)<sup>1</sup>. Turnover of sales of the Company's shares in the first half of 2020 amounted to EUR 123,065.92, 71 520 shares were transferred in concluded transactions, the average (weighted) price per share is EUR 1 728. Capitalization of AB "Žemaitijos pienas" shares on 30 June 2020 was 83.205 million.

During the reporting period, the sales volumes of shares and their price dynamics are demonstrated in the diagram (see below).



Securities of the Issuer have not been sold at other stock exchanges and other organised regulated markets.

https://www.nasdaqbaltic.com/statistics/lt/instrument/LT0000121865/trading



SHARES OF ABF "ŠILUTĖ	S RAMBYNAS"
ISIN number	LT LT0000109217 LT 0000118945 LT 0000125668
Nominal value	EUR 2.90
Securities	Ordinary registered shares
Issued number (pcs.)	859 665
Listed issued number (pcs.)	Non-listed
Total number of voting rights granted by the shares	859 665
Number of shares held by the Company	0

Shares of ABF "Šilutės Rambynas" have not been sold at Vilniaus Stock Exchange and other organised regulated markets.

AB "Žemaitijos pienas" holds 87.82% of ordinary registered shares of ABF "Šilutės Rambynas" (disposes both property and non-property rights without any restrictions). ABF "Šilutės Rambynas" does not hold shares of AB "Žemaitijos pienas". Both Companies do not hold shares of each other neither based on orders nor on other contractual bases.

#### **Dividends**

The Ordinary General Meeting of Shareholders of AB "Žemaitijos Pienas" of 9 April 2020 decided to allocate part of the profit to employee bonuses in the amount of EUR 1 000 000 and annual bonuses of raw material suppliers in the amount of EUR 1 350 000 and did not pay dividends to the shareholders. The shareholders of ABF "Šilutės Rambynas" also did not pay dividends, and the shareholders of both Companies decided not to pay bonuses.

#### **Authorised capital**

As of 30 June 2020 the authorised capital of **AB "Žemaitijos pienas"** consisted of:

Class, type of shares	Number of shares (pcs.)	Nominal value (EUR)	Total nominal value (EUR)	Share of the authorised capital (%)
Ordinary registered				
shares	48 375 000	0.29	14 028 750	100

All shares of the Company are fully paid up and were not the subject to restrictions on stock reassignment (in so far as the Issuer knows) over the course of the reporting period. The Issuer is



unaware of any individual agreements between the shareholders, which may result in restrictions on stock reassignment and (or) voting rights. According to the data available to the Company there are no shareholders who would have special control rights.

As of 30 June 2020, the authorised capital of ABF "Šilutės Rambynas" consisted of:

Class, type of shares	Number of shares (pcs.)	Nominal value (EUR)	Total nominal value (EUR)	Share of the authorised capital (%)
Ordinary registered shares	859 665	2.90	2 493 028.50	100

All ABF "Šilutės Rambynas" shares are fully paid up and are subject to no restrictions on stock reassignment (in so far as the Issuer knows). The Issuer is also unaware of any individual agreements between the shareholders, which may result in restrictions on stock reassignment and (or) voting rights. According to the Company's knowledge there are no shareholders who would have special control rights.

#### Acquisition and disposal of own shares

During the period from 1 January 2000 until 30 June 2020 the Company acquired the following number of own shares through the official quotation market of NASDAQ OMX Vilnius Stock Exchange.

Vo.	Abbreviation	Purchased	Min purchase	Start	End	Offered	Price <sup>1</sup>	<u>Number</u>	Tumover		urrend
<u>1.</u>	ZMP1LTO2	<u>1 176 70</u>	1	2010.12.20	2011.01.18	<u>10</u>	1.7	<u>10</u>	<u>17</u>	100	LTL
2.	ZMP1LTO3	1 000 00	<u>1</u>	2011.08.22	2011.09.20		1.8	11 - 3	-	-	LTL
3.	ZMP1LTO4	1 360000	1	2012.11.02	2012.12.14	3 777 532	2.2	1 360 000	2 992 000	<u>36</u>	LTL
4.	ZMP1LTO5	1 000 00	1	2013.03.25	2013.03.28	710 611	2.2	710 611	1 563 344.2	100	LTL
5.	ZMP1LOS	2 766 79	- <u>1</u>	2016.07.04	2016.08.02		0.67		1 - 1 3	:	EUF
<b>3</b> .	ZMP1LOS1	742 857	1	2018.06.12	2018.06.25	<u>62 223</u>	1.75	62 223	108 890.25	100	EUF
7.	ZMP1LOS2	742 857	1	2018.07.09	2018.07.23	34 827	1.75	34 827	60 947.25	100	EUF
3.	ZMP1LOS3	742 857	1	2018.08.20	2018.09.03	<u>59 557</u>	<u>1.75</u>	<u>59 557</u>	104 224.75	100	EUF
9.	ZMP1LOS4	540 540	1	2019.05.06	2019.05.27	89 596	1.85	89 596	165 752.6	100	EUF
10.	ZMP1LOS5	300 000	1	2019.06.04	2019.06.11	23 963	1.8	23 963	43 133.4	100	EUF
11.	ZMP1LOS6	1 100 00	1	2019.06.18	2019.06.25	1 075 976	1.85	1 075 976	1 990 555.6	100	EUF

#### AB "ŽEMAITIJOS PIENAS"

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As of 9 April 2020, the General Meeting of Shareholders adopted a decision to allocate a reserve for the acquisition of own shares, as well as established the conditions for the purchase of shares. During the reporting period, the Board of the Company did not make any decisions regarding the purchase of own shares. At the end of this period, the Company held 3 416 763 of own shares, which makes up 7.06 per cent of all listed shares of AB "Žemaitijos pienas" at the NASDAQ OMX Vilnius Stock Exchange.

The shareholders of AB "Žemaitijos pienas" have set the main objectives of the share purchase - (i) to ensure the possibility for the shareholders to sell the shares in order to increase, maintain and / or stabilize the liquidity of the Company's shares; (ii) increase, maintain and / or stabilize the market price of the Company's shares; (iii) have the ability to allocate its own shares to stimulate employees of the Company, so that they would contribute to the Company's performance, and to sell their shares to employees of the Company other than employees who are members of the Board or Supervisory Board of the Company or employees who are Shareholders of the Company; (iv) have the opportunity to use own shares in possible exchange processes when the Company acquires shares of other companies or sells them; (v) hold a reserve of own shares which, if necessary, could be used for other specified purposes (or one or more of them) upon decision of the Board of the Company.

During the reporting period, the Company did not dispose its own shares, did not enter into any other transactions, for example, the shares have not been pledged or otherwise restricted, their rights are not the subject to any other limitations or restrictions, there are no disputes or claims regarding these shares.

ABF "Šilutės Rambynas" did not purchase own shares, it also does not hold own shares on other basis.

### III. REVIEW OF ECONOMIC ACTIVITY OF THE GROUP OF COMPANIES, RISKS AND PERSPECTIVES

#### Product safety and international recognition

Both Companies of the Group operate in the food industry segment, therefore one of the main goals of the Companies of the Group is high-quality and safe products. This goal is achieved not only by their own efforts, but also with the help of third parties - specialists - experts (auditors), who as independent specialists are best able to evaluate the produced dairy products and give a message to the Companies and the market.

In the first half of 2020, the products were assessed in accordance with various requirements of international food safety and quality management standards and compliance with them.

- 1. In March 2020 AB "Žemaitijos pienas" was audited by Universal Pictures for the use of a private label;
- 2. In April 2020 the auditors of UAB "Bureau Veritas" performed a remote audit of all processes of AB "Žemaitijos pienas" in accordance with the ISO 22000 "Food Safety Management System. Requirements for any organization in the food production chain" + ISO / TS 22002-1 "Food Safety Essentials. Part 1: Food production and additional requirements under FSSC 22000".
- 3. In June 2020 AB "Žemaitijos pienas" unit for productions of fresh dairy products was audited by the retail chain Lidl.

Audit conclusion: the Company meets the requirements of the certified standards, moreover, the audits were performed without prior agreement of the audit date and plan. AB "Žemaitijos pienas" has complied with the requirements of the above-mentioned international food safety standards, which are recognized by the International Food Safety Initiative (GFSI).

#### Investments and ongoing investment projects

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In the first half of 2020 AB "Žemaitijos pienas" continued to invest in the renewal and modernisation of equipment of individual production units in order to optimise production processes, ensure the efficiency and quality of management of risk factors related to food safety.

The main goal of the investment remains to increase competitiveness of the Company, improve the measures to solve environmental problems, product quality and working conditions and safety of employees.

Investment tendencies were focused on automation of production processes, quality improvement and logistics. The investments were also aimed at improving occupational safety, technical level of equipment, considering difficult workplaces, reduction of pollution discharged into wastewater and efficient use of energy costs. The aim was also to ensure that the equipment and technological processes would meet customer expectations and that the final high-quality product would be safe for a Buyer.

#### Products and trademarks

The vision is continued to be followed - to represent the culture of Žemaitija region not only in Lithuania, but also in the world by creating delicious and unique products. The mission is to continuously create added value for the Companies of the Group, its shareholders and a Buyer. Marketing is an integral part of a successful business, therefore in 2020 the employees of the Companies of the Group paid great attention to it.

The priority of AB "Žemaitijos pienas" is to produce only high-quality, healthy and safe products that would become a standard of exceptional taste for even the most experienced consumers, thus developing the consumer's habit of choosing goods only with the "Žemaitijos pienas" trademark. The constant goal is never to disappoint the customer's expectations, to look for new markets, establishing not only with excellent products, services and other development, but also to attract such specialists who would professionally represent the interests of the Company in cooperation with customers and market partners. Continuously create added value for a Buyer and Companies of the Group by retaining existing Customers and attracting new ones, ensuring the highest level of product quality from the field to the shelf.

In accordance with the chosen strategy and the implementation of the set tasks, in the first half of 2020 the Company won awards and was evaluated not only in Lithuania, but also abroad.

The products of AB "Žemaitijos pienas" are among the winners of the competition "The Most Popular Product 2019" organised by the Lithuanian Association of Trade Enterprises (LPĮA), in which the most popular products are selected after evaluating the choice of the main retailers of the country: glazed curd cheese "Magija Vanilla", 45 g; hard cheese – "Džiugas mix picai" grated, 250 g; cheese strings "Pik-Nik", 140 g; semi-fat curd "Žemaitijos", 9 per cent, 1 kg; butter – "Žemaitijos", 82 per cent, 200 g, and cream – "Žemaitijos", 36 per cent, 400 g.

In the DLG QUALITY TEST free and independent product evaluation organised by the German expert organisation DLG (Deutsche Landwirtschafts-Gesellschaft) in June 2020, hard cheese "Džiugas Gourmet" matured for 36 months, 180 g, and organic hard cheese "Džiugas vaikams" packed in pieces, 40 g, were evaluated with the highest quality points and even awarded two gold medals. DLG research centres are impartial and use self-assessment applying advanced technologies in the knowledge and test system. Consumers are provided with reliable information. Only the best are awarded - the DLG test centre tests tens of thousands of products made in Germany and other countries. The DLG Award label has a high level of trust between manufacturers and consumers, not only in Germany but worldwide.

A social campaign "You are finishing the second grade - you can swim", during which the second form schoolchildren from all over the Telšiai region are taught to swim and not get lost in the water, has been running for nine years already. The campaign is organised by the initiator of this original idea, AB "Žemaitijos pienas", as well as Telšiai District Municipality and Telšiai Ateities Basic

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School. Since the start of the campaign, 3 597 schoolchildren have learned to swim in the school pool.

Moreover, in summer 2020 AB "Žemaitijos pienas" implemented a project in children's summer camps in the Baltic States. 53 educational programmes were organized in camps in the Baltic States, where about 10 thousand children rested. During the educational programmes, the children were introduced to the products produced by AB "Žemaitijos pieno", their values and benefits. Children had the opportunity to virtually visit the production of hard cheese "Džiugas", fresh cheese strings "Pik-Nik" and curd cheese "Magija" glazed with natural chocolate. During the camps, the children tested their knowledge about the products produced by AB "Žemaitijos pienas" in a witty knowledge test.

Babies born prematurely in Lithuania are cared within the framework of the first Lithuanian support project "Ankstukai". The initiative builds a strong community of benefactors and constantly achieves goals that are vital to premature babies. "DOBILAS" trademark of AB "Žemaitijos pienas" joins the list of benefactors by donating to a social project for three years in a row.

The Company is constantly improving, so it can provide consumers with ever new products. In the first half of 2020 new organic drinking yogurt Dobilas, 330 g, of AB "Žemaitijos pienas" presented to the Consumers a unique line of fresh dairy products "Saulutė" - for those who want to get extra vitamin D all year round.

Many years of experience and unique recipes today allow to provide the Consumers with a wide range of products of excellent taste and high quality.

#### Outcomes of financial activities of the Companies of the Group

The Company selects the main Standard financial parameters used by many companies when analysing financial data. Main financial indices reflecting activities of the Group and Company in the first half of 2019-2020 are as follow:

Financial indices	Gri	iup	Co	mpany
	First half of 2020	First half of 2019	First half of 2020	First half of
Turnover, thousands EUR	88.417	87.709	88.089	87.302
Gross profitability, %	22.57	19.78	22.89	20.21
Net profitability, %	6.77	4.87	7.52	7.70
EBITDA, thousands EUR	8.756	7.042	9.267	9.316
EBITDA profitability, %	9.90	8.03	10.52	10.67
ROE profitability, %	6.45	5.35	7.76	9.32
ROA profitability, %	4.68	3.77	5.49	6.14
Current Ratio	4.04	2.97	3.67	2.30
Quick Ratio	2.19	1.18	1.99	0.92
Debt-to-Equity Ratio	0.38	0.42	0.41	0.52
Debt Ratio	0.27	0.30	0.29	0.34
Total investment to non-current assets, thousands EUR	903	5.107	662	3.424



The formulas for calculation of the above-mentioned parameters and their description are provided on pages 18-19 of Chapter Outcomes of Activities of the Companies of the Group of the Annual Report for 2019 m.

Operating expenses of the Company in the first half of 2020 (EUR 13.65 million) accounted for 15.49% of the turnover, and in the first half of 2019 (EUR 12.5 million) accounted for 14.34% of the turnover. Operating expenses of the Group in the first half of 2020 (EUR 14.06 million) accounted for 15.9% of the turnover, when n the first half of 2019 (EUR 12.8 million) they accounted for 14.58% of the turnover. The increase in operating expenses has the largest impact on the increase in sales expenses. All other indicators did not change much, i.e. did not deteriorate compared to the first half of 2019 and the year.

Comparison of amounts and prices of raw milk purchased by AB "Žemaitijos pienas" in the first half of 2019 and the first half of 2020<sup>2</sup>

Purchase of raw milk (converted to basic fat content *)	First half of 2020	First half of 2019	Difrence between the first half of 2019 and the first half of 2020, %
Amount of purchased milk, thousands tons	185	198	-6.57
Milk purchase price, EUR/t	243	251	-3.19

AB "Žemaitijos Pienas" has been paying farmers a competitive price for high quality milk production for many years. Average amount of natural milk purchased in the first half of 2020 - 151 thousand tons, i.e. -5.63 per cent less comparing to the first half of 2019 (in the first half of 2019 - 160 thousand tons). Average amount of purchased natural milk in the first half of 2020 is 298 EUR/t, i.e. -4.18 per cent less comparing to the first half of 2019 (in the first half of 2019 the price of purchased natural milk was 311 EUR/t).

Due to the declared global pandemic, closure of schools, kindergartens, public catering and other institutions, rapidly suspended consumption, and at the same time suspension of the demand for dairy products in export markets, AB "Žemaitijos pienas" in the first half of 2020 reduced milk purchase prices.

AB "Šilutės Rambynas" does not directly buy raw milk, AB "Žemaitijos pienas" sells raw milk to it.

#### Overview of activities, condition and development

In the first half of 2020, the sales of AB "Žemaitijos Pienas" amounted to 88 million Euros (EUR 88.089 thousand Euros). That is 0.9 per cent more than in the first half of 2019 (first half of 2019 sales amounted to 87.302 thousand Euros).

AB "Žemaitijos Pienas" receives the largest share of its revenue from Lithuanian market, which accounts for more than half of total revenue (in the first half of 2020 - 52.76 per cents, in the first half of 2019 - 52.12 per cents); in other Baltic States and CIS countries revenue accounts for 16.52 per cents (in the first half of 2019 - 15.91 per cents); in other European Countries -23.18 per cents

<sup>&</sup>lt;sup>2</sup> \* The milk purchased is converted into a basic fat and protein content, using a specific coefficient.



(in the first half of 2019 - 24.99 per cents) and in other countries -7.55 per cents (in the first half of 2019 - 6.98 per cents) of total revenue. Exporting countries with the highest turnover in the first half of 2020 are Poland, Latvia, USA, Germany.

Table 1. Geographic breakdown of sales of AB "Žemaitijos pienas", in thousand Euros.

Row No	Geographic breakdown of sales, thousand Euros	Firts half of 2020	Percentage from total revenue in the first half of 2020	Firts half of 2019	Percentage from total revenue in the first half of 2019
1	Lithuania	46.472	52.76%	45.503	52.12%
2	Other Baltic States and CIS Countries	14.548	16.52%	13.889	15.91%
3	Other European Countries	20.416	23.18%	21.814	24.99%
4	Other	6.653	7.55%	6.096	6.98%
5	Total	88.089	100%	87.302	100%

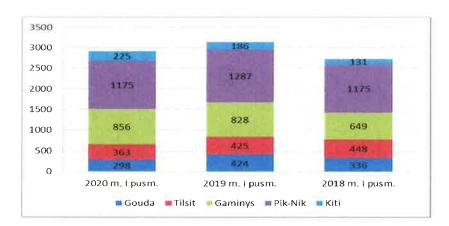
Table 2. Breakdown of products sold by AB "Žemaitijos pienas" into types of products, in thousand Euros.

Row No	Breakdown of sales into types of products, thousand Euros	Firts half of 2020	Percentage from total revenue in the first half of 2020	Firts half of 2019	Percentage from total revenue in the first half of 2019
1	Fermented and processed cheese	37.702	42.80%	36.151	41.41%
2	Fresh milk products	31.397	35.64%	29.312	33.58%
3	Butter and mixed fat spreads	7.136	8.10%	6.624	7.59%
4	Dry milk products	7.648	8.68%	7.250	8.30%
5	Other	4.206	4.78%	7.964	9.12%
6	Total	88.089	100%	87.302	100%

### Sales of ABF "Šilutės Rambynas"

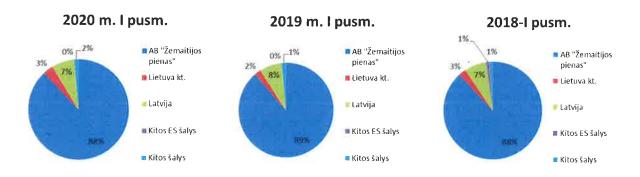
The Company specializes in the production of cheese. Production volumes in 2018 - first half of 2020 (in tonnes) are demonstrated in the histogram below.





During the first half of 2020, 2917 tons of cheese were produced, or 233 t (7.4 per cent) less compared to the first half of 2019. The decrease in production was predetermined by lower demand for production due to decreased consumption (the impact of "Covid 19"). Production of fermented cheeses ("Gouda" and "Tilsit") decreased to 661 t, while 849 tons were produced in the first half of 2019 (decrease by 22.1 per cents). The production of fermented cheese products increased by 3.4 per cents from 828 to 856 tonnes, production of cheese strings decreased by 8.7 per cents and production of other types of cheese increased by 21.0 per cents.

Most of the products produced in the Company are sold through the parent company AB "Žemaitijos Pienas". The structure of sales by markets is graphically represented:



During the first half of 2020 products were sold for 13.512 thousand Euros or 8.2 per cent less compared to the same period in 2019, when sales amounted to 14.722 thousand Euros. Production demand decrease and fall of prices.

#### Types of risks, their factors and uncertainties, risk management

Financial and other risks, as well as their management, security means, other financial aspects are disclosed in Chapter 29 "Financial Risk Management" of the Explanatory Note of the Annual Audited Financial Statements and on pages 17-18 of the Annual Auditor's Report, it is also described in details in Consolidated Management Report of AB "Žemaitijos pienas" for 2019 (Chapter "Key Risk Factors and Risk Management"). There were no essential changes in the first half of 2020, except for a worldwide pandemic (COVID -19).

The Company and other companies of the Group are insured by general civil liability for pursued activities and produced product, coverage is valid worldwide. The Management of the Company or authorized employees shall be responsible for risk management.

**COVID – 19 IMPACT.** When on 16 March 2020 the Government of the Republic of Lithuania has announced quarantine throughout the country, and the Company's Management has taken all necessary preventive measures to manage the crisis caused by COVID-19: all procedures / instructions recommended by the Government have been prepared; as a matter of urgency,

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employees were provided with protective equipment, other preventive measures were taken; supplemented and revised emergency plan pf the Company, etc. In addition to all recommended preventive measures, the Company's production employees were provided with free meals to avoid additional risks and contacts, and it was possible to enter the Company's territory without meeting other shift employees.

Even in risky circumstances, the Companies of the Group operated as usual. Many of the administration employees worked remotely. Employees of the Export Department, without access to supervised markets, went on vacation or worked remotely, as did many administrative employees. The Management of the Company and the Group tried to save all jobs, there was no downtime.

As a result of the COVID-19 outbreak in many countries, the Company's exports decreased, but Lithuanian networks generated higher sales during the pandemic. Economists analyse this phenomenon of Lithuanian networks, but the consumer cart consists of basic (cheaper / everyday) products. Sales of premium products decreased. During the quarantine, e-trade was significantly strengthened, therefore the Company opened its e-shop, as residents, avoiding conttacts, ordered goods at home.

Exports also decreased due to the strong support of local producers in some EU countries, which made foreign trade chains to avoid importing food. During the pandemic, the reviews and introductions of new products were stopped, the list of suppliers was and is being narrowed, and the range of existing premium products was substantially reduced. The Management of the Company and the Group tried to adapt their capabilities by organising activities in such a way as to ensure business continuity under crisis conditions.

Currency fluctuations had a negative impact on exports of products to the countries that have a local currency. If this situation were to continue, prices would rise. However, the networks do not yet dare to raise prices, because the shopping cart has been shrinking / poor and negative public opinion - a sensitive topic. During the pandemic, with the closure of restaurants, cafes, schools and kindergartens, the receivables of these institutions increased at that time, but after the end of the quarantine, all overdue debts were repaid.

The Company and the Group do not anticipate liquidity or credit risk problems. The Company and the Group assess major customers based on their current and expected future economic condition. The Company is taking all possible measures to strengthen payment control. At the time of preparation of the financial statements, settlements were made in the usual way.

Whereas raw milk is the main raw material for the products produced, the Management of the Company has taken every effort to ensure that raw milk is paid to farmers on time, without breaching payment deadlines. The Company has a sufficient borrowing limit to ensure current solvency. The negative impact of COVID-19 on results of operations, cash flows and financial condition is not expected, therefore all conditions and liabilities provided in the agreements with banks will be fulfilled. There is a constant cooperation with the banks without any changes.

Considering that the negative impact of COVID-19 on operating and cash flows has not been identified, the Management of the Company and the Group believes that there are no indications of impairment of non-current assets and can therefore ensure business continuity in an unfavourable situation.

The Management of the Company and the Group sought opportunities to take advantage of various assistance and support measures offered by the Government of the Republic of Lithuania and the European Union. The Company has taken advantage of the following support programs:

- Private storage of cheese. Order No. 3D-357 of the Minister of Agriculture of the Republic of Lithuania of 11 May 2020 "On Support for Private Storage of Cheese in Lithuania" sets 978 tons of cheese: "Rokiškio sūris" - 364 t; "Žemaitijos pienas" - 455 t; "Vilkiškių pieninė" - 159 t. The support for cheese is EUR 15.57 per ton for the fixed costs of the product stored and EUR 0.40 per ton per day of storage of the product stored. Storage period for cheese - 60-180 days.

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- Private butter storage. Support for private butter storage – EUR 9.83 per ton for the fixed costs of the product stored and EUR 0.43 per ton per day of storage. Storage period of the aforementioned products -90-180 days.

The Management of the Company and the Group believes that the main risk that could arise in future is a significant number of the employees of the Company and the Group infected with COVID-19, which would result in the cessation of partial or total production. This would lead to lower incomes, profits, loss of farmers and customers. The Company and the Group still operate in an enhanced security mode, the temperature of employees is constantly measured, any meetings are restricted, guests have no access to the territory, and the flow of employees in the canteen and other gathering places is restricted. The premises are disinfected daily, employees are provided with protective equipment and disinfectant liquid. IT employees prepare e-systems if they must return to remote work again.

# Business plans and forecasts of the Companies of the Group

In 2020 the Group of Companies continues to achieve the key objective - to sell the products of the Group companies directly to the shelves of strategic foreign trade networks with their own brands.

The Company still seeks to use the opportunities for quick development in the competitive environment. Long-term goals of the Group of Companies are to become and be a strong, technically modem, and reliable company attractive to investors. To find and maintain the most profitable markets for our products in the European Union, the Baltic and other countries of the world by giving priority to the closest markets, as well as to the markets of Germany, France and England. To make maximum possible use of the existing production capacities, in addition, the consumer market studies are carried out continually, the consumer demand for new products is taken into account, tastings are carried out, and dairy products are perfected and new products. One more goal is to become as close as possible to a consumer by providing and selling the products directly to a customer.

The essential current objectives and plans of the Company are as follow:

- To purchase milk in accordance with market conditions but not at a higher price than that paid for raw milk by other market participants in Lithuania and purchase high-quality milk only;
- To increase sales at the prices favourable to the Company;
- To focus on the sales of higher value-added products on export markets.

The lack of skilled labour forces the Company to focus on human resources, so special attention is paid to team building, development of competence and qualification, formation of special skills, revision, and improvement of motivation systems.

Regularly changing and dynamic market of the sale of products and the purchase of raw milk, as well as other factors, force the Group of Companies to refrain from publishing the turnover and profit forecasts for the upcoming activity period.

#### Information of research and development activities of the Company

The Company and its subsidiary (jointly or separately) continuously make investments and seek ways to ensure continuous growth of income and improvement of activity effectiveness.

The goal of the companies is to ensure production and supply of products complying with the highest possible quality standards and creating maximum possible added value, which is why the Group continuously cooperates with scientists from Lithuanian University of Health Sciences, Vilnius University, Centre for Physical Sciences and Technology under Kaunas University of Technology as well as experts from Lithuania and abroad. The Company carries out laboratory tests in laboratories of National Food and Veterinary Risk Institute, Eurofins, Hamilton, KTU MI, LSMU Veterinary Academy and other laboratories, improving recipes, strengthening product individuality, and creating new products. Uninterruptible tests are mainly oriented to improvement of available product cart.

In order to achieve higher standards, application of more advanced management methods, and development of innovative vision of both the production technology and business management as

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well as individual Company management and work processes Company specialist continuously train, attend practical trainings and exhibitions abroad, and cooperate with the largest suppliers while horizontally integrating best production practices in the Company's own production processes and logistics as well as implementing improvement initiatives with suppliers' production processes and products.

# Activities of the Companies of the Group in the field of environmental protection

AB "Žemaitijos Pienas", a company that produces and sells dairy products, which, in accordance with the criteria laid down in the Regulations for the issue, amendment and revocation of Integrated Pollution Prevention and Control Permits, refers to companies that use the equipment subject to a special permit for the performance of its activities in accordance with the above rules . Still in 2006 the Company received an Integrated Pollution Prevention and Control Permit, which is not limited in time, but is the subject to adjustment due to changes. The Company does not have a negative impact on the environment, which should be mitigated by immediate measures, however, the Company constantly monitors its performance indicators, plans and implements the latest technologies that would reduce production and operating costs and energy costs, and improve the Company's environmental condition in every way.

The Company aims to maximize the use of natural resources by various means. As we know, natural resources determine the economic development of countries. Countries that conserve natural wealth have much greater opportunities to develop production, trade and the social sphere. The Company is well aware that its activities can cause significant damage to the environment, and only the complex use of economic, legal, technical, and biological tools can guarantee the rational use of natural resources now and in the future, so environmental impacts are controlled by harmonized monitoring programs. As the Company expands or upgrades its facilities and technology, an environmental impact assessment is carried out to ensure that the Company's development does not exceed the permissible environmental norms, as well as the production wastewater, the quality of biofuels and other factors that may affect the surrounding environment. The Company is constantly updating its fleet to reduce air pollution from mobile sources. To ensure the reduction of pollution from stationary pollution sources, the Company uses the best available production methods.

The waste is managed in accordance with the established environmental requirements, through the through the environmental electronic data collection system GPAIS (waste product package information system). Moreover, the Company provides (forms) quarterly waste accounting reports and shipped exported waste package accounting reports. Within the territory, hazardous and non-hazardous waste is stored and handled in a way that does not adversely affect the environment; Waste is shipped to waste recycling and timely disposal companies. AB "Zemaitijos Pienas" carries out sorting of packaging at the place of waste generation, presses it and prepares it for recycling. It also separates packaging waste for recycling but is suitable for energy recovery and systematically transmits this waste to collectors and processors.

During the first half of 2020 the Company implemented other investments planned for 2020-2021 aimed at production development, raising of automation level, increase of occupational safety, ensuring of technical level and environmental requirement.

In order to reduce emission of gases contributing to the greenhouse effect AB "Žemaitijos pienas" has assumed the initiative and either completely eliminated equipment relying on Freon gas for its processes or obtained equipment that uses a more environmentally friendly type of this gas.

The Company is constantly improving its management structure for environmental issues. It was believed that all employees and their managers should contribute to the reduction of energy costs, pollution reduction, therefore from 2018 it will be necessary to reduce emissions. Environmental responsibility is not the sole responsibility of one person, one office ecologist-engineer. At the same time, the Company started measuring wastewater pollution in each unit separately, which also allowed controlling, analysing and carrying out preventive work to prevent the discharge of polluting wastewater into the wastewater, at the same time allowed to improve the overall communication between the units, to see where more investment or organizational measures are needed to solve the problems.

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The company is actively implementing and promoting the use of renewable resources. AB "Žemaitijos Pienas" has a 10MW biofuel boiler house, which uses renewable energy resources - wood chips (SM2) instead of natural gas. In the first half of 2020 AB "Žemaitijos Pienas" consumed 606.082 m3 of gas; i.e.12.29 per cent more than in the first half of the previous year. In the first half of 2020 the Company consumed 2.127,980 t of biofuel, it means that comparing to 2019 biofuel consumption decreased by 9.87 per cent.

The company, being socially responsible and caring for the environment and preserving it, buys electricity from renewable energy sources. In the first half of 2020 AB "Zemaitijos pienas" consumed 9.962,860 kWh of electricity, which means that compared to the first half of 2019 electricity consumption decreased by 2.14 per cents. Considering indirect energy consumption data, the major part of the energy used in the first half of 2020 was used for storage of finished products, i.e. 5355.880 kWh.

In the first half of 2020, AB "Žemaitijos pienas" consumed 427,284 m³ of water, which is 5.34% more than in the first half of 2019. The Company respects and complies with the laws of the Republic of Lithuania related to environmental protection, pays all mandatory pollution taxes on due time. When selecting suppliers, AB "Žemaitijos pienas" considers how they apply environmental protection strategies, whether they comply with environmental requirements and requires guarantees that the transferred waste will be properly managed.

In future, AB "Žemaitijos pienas" will continue to take every effort to become an increasingly environmentally friendly company. It is expected to be able to use more energy from renewable sources in its activities and to reduce emissions into the environment.

## Aspects on management of employees and human resources of the Companies of the Group

The main assets of the Company are its employees, the most important link in achieving goals of the Company. The Company's personnel policy is focused on the formation of teamwork, continuous process and professional development, optimal use of work resources, development of competent employees and the formation of the Company's culture that creates greater added value and improvement of internal communication.

There has been an increase in the number of highly qualified employees, but there is still lack of highly qualified employees. These problems are solved by creating and developing long-term relationships with employees, adapting them, educating, promoting professional development. Opportunities are created for employees to deepen and improve their knowledge and skills, to improve their qualifications by participating in various seminars and courses. Employees are taught foreign languages in courses organised by the Company, the above-mentioned trainings are also carried out in other forms of learning and development.

During the reporting period, the focus was on several areas of training: improving the qualifications of employees to ensure compliance with the quality of work requirements, as well as training on disinfection and protection against COVID. To ensure the rotation and multi-function of employees, employees are additionally trained, and a reserve of managerial rotation is prepared.

# AB "Žemaitijos pienas"

According to the data available by 30 June 2020, AB "Žemaitijos pienas" had 1289 (65 of which were pupils and students working temporarily during the summer and this figure is not included in the statistics).

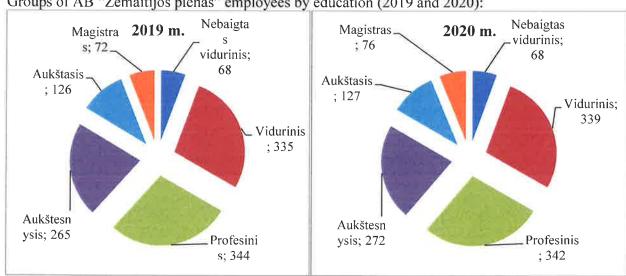
According to the data available by 31 December 2019, AB "Žemaitijos pienas" had 1210 employees. According to the data available by 31 December 2018, AB "Žemaitijos pienas" had 1185 employees. Comparing to the previous year the number of employees slightly increased.

Groups of AB "Žemaitijos pienas" employees by education (2018, 2019, 2020):



Number of employees	31/12/2018	31/12/2019	30/06/2020
With Master's Degree	43	72	76
With University Degree	178	126	127
With College Degree	226	265	272
With Vocational Education	293	344	342
With Secondary Education	367	335	339
With unfinished Secondary Education	78	68	68

Groups of AB "Žemaitijos pienas" employees by education (2019 and 2020):

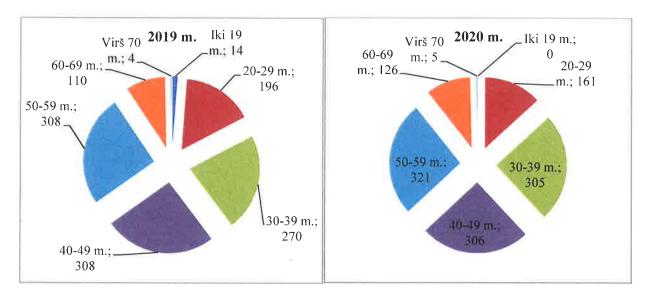


Number of AB "Žemaitijos pienas" employees by their corresponding groups and their average wages in EUR for corresponding employee work groups make up:

	31/12	31/12/2018		/2019	30/06/2020		
Number of employees by groups	Number of employees	Average wage, EUR	Number of employees	Average wage, EUR	Number of employees	Average was	
Managers	9	7180	9	7429	9	5442	
Specialists	258	1917	288	2246	307	2296	
Workers	918	926	913	1194	908	1216	
Total:	1185		1210		1224		

Number of employees by age groups in 2019 and 2020:





Rights and obligations of AB "Žemaitijos pienas" employees are provided for in their Job Descriptions. Employment Contracts outline no special rights or obligations of employees, and the Company does not have a Collective Agreement, but there is a Labour Board formed.

# ABF "Šilutės Rambynas"

In the end of the reporting period the Company had 182 employees, their number, compared to the same period in 2019, decreased by 13 employees (6.7 per cents). Changes of groups of employees by education are provided in the Table below:

Education of employees	30/06/2020	30/06/2019	30/06/2018
With Master's Degree	9	8	7
With University Degree	26	25	22
With College Degree	24	26	27
With Vocational Education	64	70	65
With Secondary Education	43	44	46
With unfinished Secondary Education	16	22	20
Total:	182	195	187

The average wage in the first half of 2020 was 1500 EUR per month, or 2.2 per cent less than in 2019. Changes in wages by employee groups are given in the Table below:

Iš viso:	182	1500	195	1533	187	1089
Darbininkai	147	1376	158	1382	150	974
Specialistai	28	1781	30	1906	30	1263
Vadovai	7	2978	7	3332	77	2792
Idarbuotoiu	skaičius	užmokestis, Eur/mėn.	skaičius	užmokestis, Eur/mėn.	skaičius	užmokestis, Eur/mėn.
skaičius nagal		Vidutinis darbo		Vidutinis darbo		Vidutinis dar
Darbuotoju	Darbuotoju 2020.0		06.30 2019.06.30		2018.06.30	

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The Company of the Group seeks to develop and maintain long-term relationships with its employees, especially when the labour market is not satisfying - the lack of highly qualified employees. Therefore, employees are constantly encouraged to develop in the professional field. The Company employees could improve their knowledge and skills in seminars and courses. There are training programs that train and certify specialists, production workers, technicians, operators, locksmiths, brigades, masters, and masters.

## IV. ASPECTS OF COMPANY MANAGEMENT

# Information related to AB "Žemaitijos pienas" management

In its activities, the Company follows the Law on Companies and the Law on Securities, the Articles of Association of the Company and other legal acts of the Republic of Lithuania. The competence of the General Meeting of Shareholders and other bodies, the rights of shareholders and their exercising are defined in the Law on Companies and the Articles of Association of the Company.

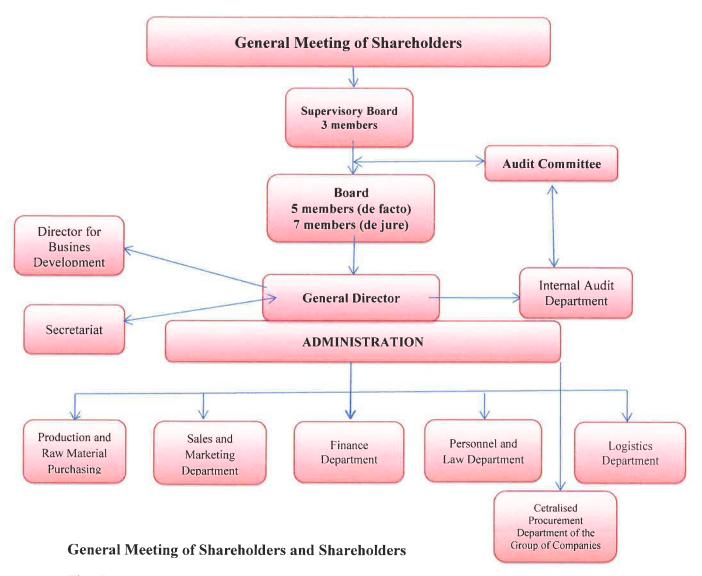
The bodies of the Company are the General Meeting of Shareholders, the Supervisory Board, the Board and the sole management body - the Manager of the Company (General Director), as well as the Administration of the Company subordinated to the Manager of the Company. The Company has the following departments: (i) finance, (ii) personnel and law, (iii) logistics, (iv) production and raw material purchasing, and (v) sales and marketing. The Company has formed an audit committee.

The Meeting of Shareholders of 9 April 2020 approved the remuneration policy of the Manager of AB "Žemaitijos pienas", members of the Board and members of the Supervisory Board 3.

Management and organisational structure of the Company:

 $<sup>^3\</sup> https://cns.omxgroup.com/cdsPublic/viewDisclosure.action? disclosureId=933978\&messageId=1176575$ 





The General Meeting of Shareholders is the body that makes the most significant decisions in the Company. The competence, convocation procedure, rights and obligations of the General Meeting of Shareholders do not differ significantly from the competence, convocation procedure and rights and obligations of the General Meeting of Shareholders provided for in the Law on Companies of the Republic of Lithuania and other legal acts, Articles of Association of the Company.

During the first half of 2020 the structure of shareholder of the Company did not change substantially. Major shareholders retained the same share packages, except that the share of votes of persons acting together changed due to changes in legal regulations. As the shares of AB "Žemaitijos pienas" are sold on the stock exchange, the number of shareholders is constantly changing. Considering the data received from the intermediary of public trading in securities, by 30 June 2020 there were 2 852 shareholders (natural and legal persons) of the Company. In the beginning of the year, there were 2 863 shareholders, so the number of shareholders decreased slightly during the reporting period. The persons owning more than 5% of authorised capital and votes of AB "Zemaitijos pienas" 4:

<sup>&</sup>lt;sup>4</sup> \*A. Pažemeckas and D. Pažemeckienė hold 14 024 581 shares (votes) by the right of joint property of the spouses. \*\*D.Pažemeckienė holds 14 014 581 shares by the right of personal property and it is considered that D. Pažemeckienė together with her spouse holds 28 039 162 shares or 57.96 per cents (total) of shares (votes).

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Shareholder	Number of shares held by the right of ownership, pcs.	Part of authorised capital held by the right of ownership, %	Part of votes held by the right of ownership, %	Part of votes together associated pe %
Pažemeckas Algirdas*	14 024 581	28.99	28.99	28.99
Pažemeckiené Danuté**	14 014 581 (28 039 162)	57.96	57.96	57.96
AB "Klaipėdos pienas", company code 240026930, Šilutės pl. 33, 91107 Klaipėda	2 901 844	6.00	6.00	6.00
UAB "Baltic Holding", company code 302688114, office address Vilhelmo Berbomo Str. 9-4, Klaipėda	4 713 018	9.74	9.74	9.74
Romusas Jarulaitis	1 870 430	3.86	3.86	6.56
Regina Jarulaitienė	1 303 740	2.70	2.70	6.56
Geciene Dalia	475 160	0.98	0.98	0.98
Pažemeckas Robertas	2 540	0.01	0.01	0.01
Other shareholders	9 079 106	18.77	18.77	18.77
TOTAL	48 375 000	100	100	100

AB "Žemaitijos pienas", the largest shareholder of ABF "Šilutės Rambynas", owns 87.82 per cent of shares, the rest part of shares is owned by minor shareholders, most of whom are the producers of raw milk. The total number of shareholders is 602. ABF "Šilutės Rambynas" is not the subject to any restrictions on the management and use of shares. ABF "Šilutės Rambynas" does not hold any significant share packages in other entities, either directly or indirectly.



## Supervisory Board of the Company

Supervisory Board of the Company <sup>5</sup> is a collegial supervisory body, that supervises the activities of the Company and is headed by its Chairman. The Supervisory Board pf the Company consists of 3 members, elected by the General Meeting of Shareholders for the term of four years. The Articles of Association of the Company provide that the number of terms of office of a member of the Supervisory Board is not limited. By 30 June 2020 the Supervisory Board was independent, i.e. two (2) members of the Supervisory Board (i) are not employed by the Company; (ii) not related to the major shareholders of the Company; (iii) are not related with any relationship that may or may not affect the independence or impartiality of the members of the Supervisory Board, except for one (1) member. Specific aspects related to the Supervisory Board and its activities are reviewed in the Report on Compliance with the Corporate Governance Code<sup>6</sup>.

It should be noted that no special rules governing the election and replacement of members of the Supervisory Board of the Company apply. The election of members is not the subject to special policies related to age, gender, education, professional experience and the characteristics that would best suit the interests of the Group and shareholders are assessed. Specific business authorisations are assigned to each member of the Supervisory Board according to separate areas of the Company's activity. The work procedure of the Supervisory Board is regulated by the Rules of Procedure of the Supervisory Board.

Name, Surname	Office in the Issuer	Number of shares held and part of authorised capital, %	Job, office	Education	Independence criteria
Romusas Jarulaitis	Chairman of the Supervisory Board since 10/04/2019	1 870 430 pcs. or 3.86	AB "Žemaitijos pienas" Export Manager	Kaunas Technological University. Technical Engineer	Employment relat in the Company/ dependent
Gražina Norkevičienė	Chairman of the Supervisory Board since 10/04/2019	No	Pensioner	Kaunas Polytechnic Institute, Technologist and Engineer for Milk and Dairy Product.	Independent
Virginija Vaitkuvienė	Chairman of the Supervisor y Board since 10/04/2019	No	Pensioner	Kaunas Polytechnic Institute, Technologist and Engineer for Milk and Dairy Product.	Independent

The members of the Supervisory Board pursue and supervise the following areas of the Company's activity.

<sup>&</sup>lt;sup>5</sup> Members of the Supervisory Board (candidates) declared before their appointment (as a member of the body) that their position in the Company would not cause a conflict of interest, the candidate undertook to act in the interests and for the benefit of the Company;

<sup>&</sup>lt;sup>6</sup> https://cns.omxgroup.com/cdsPublic/viewDisclosure.action?disclosureId=933978&messageId=1176575

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Member of the Board	Supervised area
1. Gražina Norkevičienė	
	1.1. Quality parameters in production processes;
	1.2. Tasting supervision;
	1.3. Companies providing raw milk research service
	supervision / control;
2. Romusas Jarulaitis	
	2.1. Product sales;
	2.2. Purchase of raw milk;
	2.3. Company finances;
3. Virginija Vaitkuvienė	
	3.1. Production processes;
	Development of new products;

During the reporting period (first half of 2020), the Company (Issuer) accrued EUR 9 000 to the members of the Supervisory Board of the Company under activity contracts, averaged EUR 4 500 per member of the Supervisory Board and accrued EUR 48 592 wages to the employees per half a year.

# **Board of the Company**

This collegial management body, which represents the shareholders of the Company for the period between their meetings and makes decisions on the most important issues related to economic activity of the Company; the Board of the Company does not perform supervisory functions, these functions are performed by the Supervisory Board. The members of the Board have the powers provided for by laws, the Articles of Association of the Company, and the Rules of Procedure of the Board adopted by it. All members of the Board are responsible for certain assigned areas of the Company's business. The Board currently has five "de facto" members (6 members until 10 January 2020).

The members of the Board are elected by the Supervisory Board for a maximum of four years. Their term of office is unlimited. It should be noted that no special rules governing the election of members of the Board of the Company and their replacement are applied, the Company follows the provisions of the Law on Companies and the Articles of Association of the Company. The election of members is not the subject to special policies related to age, gender, education, professional experience, and the characteristics that would best suit the interests of the Group and shareholders are assessed. The activities of the Board are managed by the Chairman, who is elected by the Board from among its members. Certain aspects related to the Board of the Company and its activities are reviewed in the Report on Compliance with the Corporate Governance Code.

Below one can find the data about the members of the Board of AB "Žemaitijos pienas".

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Name, Surname	Office in the Issuer	Number of shares held and part of authorised capital, %	Job, office	Education	Independence criteria
Robertas Pažemeckas	Chairman of the Board, Chief Executive Officer From 12/04/2018 until 12/04/2022	2 540 pcs. or 0.01 per cent	AB "Žemaitijos pienas" Chief Executive Officer	Vilnius University, Master of Law	Works in the Co Administration
Marius Dromantas	Member of the Board From 12/04/2018 until 12/04/2022	No	AB "Žemaitijos pienas" Logistics Director	(i) Kaunas Technological University (Bachelor of Transport Engineering); (ii) Vilnius Gediminas Technical University (Master of Transport Engineering)	Works in the Co Administration
Dalia Gecienė	Member of the Board From 12/04/2018 until 12/04/2022	475 160 pcs., or 0.98 per cent	AB "Žemaitijos pienas" Senior Accounting Officer	Kaunas Polytechnic Institute (KTU), Economical Engineer	Works in the Co Administration
Jurgita Petrauskienė	Member of the Board From 18/04/2019 until 12/04/2022	No	AB "Žemaitijos pienas" Sales Manager	Kaunas Technological University – Bachelor of Management and Business Administration	Works in the Co Administration
Jolita Gedgaudienė	Member of the Board From 12/04/2018 until 12/04/2022	No	AB "Žemaitijos pienas" Marketing Manager	(i) Vilnius Gediminas Technical University (Bachelor of Mechanical Engineering): (ii) Vilnius Gediminas Technical University (Master of Management and Business Administration)	Works in the Cor Administration

The members of the Board of the Company perform not only general and statutory functions, but also special delegated - individual functions directly related to the activities of the Companies, among others, some of the functions are aimed at prevention in order to avoid various negative effects. The distribution of the operational functions of the members of the Board is presented below.



Membe	r of the Board	Supervised area
1.	Dalia Gecienė	
		1.1. Finances
		<ol> <li>Audits of Estonian and all EU branches and reposition</li> </ol>
2.	Robertas Pažemeckas	
		2.1. Procurements
		2.2. Personnel and Law
3.	Marius Dromantas	
		3.1. Logistics
4.	Jurgita Petrauskienė	
		4.1. Sales (Export, Baltic States)
5.	Jolita Gedgaudienė	
		5.1. Marketing (Export, Baltic States)

The Company accrued EUR 184 730 in salary to the members of the Board working under Employment Contracts, which is on average EUR 36 946 per member of the Board.

# **Data on the Company Administration**

The Company Administration consists of - the General Director, Production Director, Logistics Director, Technical Manager, Sales Manager, Marketing Manager, Purchasing Manager, Personnel and Law Director, Chief Accounting Officer, other personnel performing administrative or related functions. The Company Administration is headed by the General Director. Directors / Managers implement the goals and tasks set by the Company's management bodies, perform functions in accordance with the powers assigned to them and manage subordinate employees.

Name, Surname	Office	Start of work in the Company	Education	Number of held shares, pcs.	Part of authorise d capital and votes,
Robertas Pažemeckas	General Director	26/08/2002	Higher University	2540	0.01/0.01
Marius Dromantas	Logistics Director	01/12/2003	Higher University	-	4
Nijolė Penkovskienė	Head of Sales Department	03/07/2017	Higher University	<b>.</b>	- 1
Monika Jasiulionienė	Production Director	10/08/2020	Higher University	-	-
Robertas Pavelskis	Technical Manager	02/08/1993	Higher University		41
Jurgita Petrauskienė	Sales Manager	29/08/2005	Higher University		
Jolita Gedgaudienė	Marketing Manager	19/09/2005	Higher University		1
Dalia Gecienė	Senior Accounting Officer	29/07/1986	Higher University	475 160	0.98/0.98

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The Company accrued EUR 293 854 in salary to the Directors / Managers of the Administration, EUR 32 650 per head of the administration.

# **Audit Committee of the Company**

AB "Žemaitijos pienas" have the Audit Committee, which consists of three members:

Name, Surname	Office in the Audit Committee	Independence criteria	Accrued salary for 2020, tax included, EUR	Beginning/ End of the term
Angelė araškevičienė	Chairlady of the Audit Committee	Independent		24/10/2017 / 24/10/2021
Zina Sakalauskienė	Member of the Audit Committee	Independent		24/10/2017 / 24/10/2021
Sigita Leonavičienė	Member of the Audit Committee			24/10/2017 / 24/10/2021

The amount of EUR 5,000 was accrued to the members of the Audit Committee.

# Other data are related to the activities of AB "Žemaitijos pienas"

No guarantee or bond, assets or other property right were provided to the members of the Board and Supervisory Board, Manager of the Company, Senior Accounting Officer/Senior Financial Analyst, and members of the Audit Committee during the reporting period. The members of the Board and Supervisory Board, Manager of the Company, Senior Accounting Officer/Senior Financial Analyst and members of the Audit Committee do not have significant financial liabilities to the company (issuer), and the company (issuer) does not have any liabilities to these persons.

The Issuer did not provide members of the Board and Supervisory Board and other agents with guarantees and bonds and/or other securities (Manager of the Company, Senior Accounting Officer/Senior Financial Analyst and members of the Audit Committee) during the first half of 2020. The Issuer did not provide loans to these persons.

# Bodies of ABF "Šilutės Rambynas" and management aspects

The bodies of ABF "Šilutės Rambynas" are the General Meeting of Shareholders, the Board and the sole management body - the Manager of the Company (General Director), as well as the employees of the Company Administration subordinate to the Manager of the Company.



Name, Surname	Office in the Issuer	Number of held shares, pcs./per cent	Beginning of the term	End of the term	Activity, current office in the Company	Education
Algirdas Bladžinauskas	Chairman of the Board	No	30/04/2018	30/04/2023	General Director	Lithuanian Acade Agriculture (Ma Agricultural Agronon
Irena Baltrušaitienė	Member of the Board	No	30/04/2018	30/04/2023	Pensioner	Kaunas Polytechnic Institute (Master o Milk and Milk Products Technology
Linas Puskunigis	Member of the Board	2076 pcs. or 0.24 per cent	30/04/2018	30/04/2023	Chief Accountant	Lithuanian Academy of Agriculture (Master of Economics and Organisation)
Robertas Pavelskis	Member of the Board	No	30/04/2018	30/04/2023	AB "Žemaitijos pienas" Technical Manager	Kaunas Academy of Agriculture
Renata Rupšienė	Member of the Board	50 pcs.	29/04/2014	29/04/2018	ABF "Šilutės Rambynas" Production Director	Kaunas University of Technology (Master of Chemical Engineering)

# Manager and Administration of ABF "Šilutės Rambynas"

The Manager of the Company (General Director) - Algirdas Bladžinauskas, Chief Accountant is Linas Puskunigis (see data on these persons in the table above). It should be noted that no special rules governing the election and replacement of the Company's manager are applied, in performing these actions the Company follows the provisions of the Law on Companies, the provisions of Articles of Association of the Company, and other legal acts. No benefits were paid to the members of the Board of the Company during the reporting period.

When electing the members of the bodies, ABF "Šilutės Rambynas" assessed professional experience and abilities, personal qualities, various other features of the candidate, and the candidate filled in a declaration of conflict of interest. The Company does not apply policies that relate to a person's age, gender, and etc. The Company believes that this system allows to select the best members to the Company bodies.

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#### IV. OTHER INFORMATION

## Transactions with associated parties

Transactions of associated parties during the first half of the current financial year that have a material effect on the financial position or performance of the company and / or group of companies during that period, including the amounts of those transactions, are reported in Comment 18 of the Explanatory Note for the first half of 2020.

# **Judicial disputes**

Currently, AB "Žemaitijos pienas" has several significant court proceedings in courts of general and specialised jurisdiction. At the time of submitting this notification, the civil dispute with the Public Institution "Pakuočių tvarkymo organizacija" regarding award of EUR 96 020 losses in favour of AB "Žemaitijos pienas" (for waste management periods of 2013-2015) has not been finished.

Several cases are still pending in the administrative courts - (i) a dispute with the Supervisory Authority of the Bank of Lithuania over the economic sanctions of EUR 158.000 applied and (ii) litigation of administrative nature in which AB "Žemaitijos pienas" is involved in the case as a third party regarding declaration of a part of issued and destroyed certificates of the Public Institution "Pakuočių tvarkymo organizacija", confirming waste management, null and void. The amount of this case is EUR 96 020.

Both the afore-mentioned disputes and their outcome, as well as several insignificant legal claims initiated on behalf of AB "Žemaitijos Pienas", and their final results will have no impact on the financial results of the Group companies.

## Regulated information published by the Company

During the reporting period, the Company submitted 10 notices via the information system of the Vilnius Stock Exchange (AB NASDAQ OMX Vilnius) (on the website), three notices were published after the reporting period. All facts (events) are stored in the Central Regulated Information Database<sup>7</sup>, as well as this information is available on the Company's website www.zpienas.lt.

Public notices shall be published in accordance with the procedure established by legal acts and submitted in the electronic publication of the Manager of the Register of Legal Entities. Notices on convocation of the General Meeting of Shareholders and other material events are published in accordance with the procedure established by the Law on Securities in the Central Regulated Information Database www.crib.lt and on the Company's website <a href="www.zpienas.lt">www.zpienas.lt</a>. The most important events of the reporting period were published in the first half of 2020.

<sup>&</sup>lt;sup>7</sup> http://www.nasdaqbaltic.com/market/?pg=news&issuer=ZMP&start\_d=1&start\_m=1&start\_y=1996



ate	The most important notices of the reporting period
09/04/2020	Decisions of the Ordinary General Meeting of AB "Žemaitijos pienas" Shareholders
04/03/2020	Change of the place of the General Meeting of Shareholders of AB "Žemaitijos pienas" and submission of an alternative decision to the General Meeting of Shareholders
16/03/2020	Convocation of the Ordinary General Meeting of Shareholders of AB "Žemaitijos pienas"
16/03/2020	Impact of COVID -19 (current and potential) on the business of AB "Žemaitijos pienas"
28/02/2020	Unaudited performance results of AB "Žemaitijos pienas" Group in 2019
10/01/2020	Deregistration of AB "Baltijos mineralinių vandenų kompanija" from the Register of Legal Entities
10/01/2020	Dismissal of a member of the Board of AB "Žemaitijos pienas";
	The most important post-reporting notices
04/08/2020	Notice of intention to repurchase own shares

# Information related to the Corporate Governance Code of the Companies

During the reporting period there were no significant changes related to compliance with the Corporate Governance Code of the Companies.

# The most important post-reporting events

From 5 August until 12 August 2020 the Company purchased 65 788 shares through the Nasdaq Vilnius Stock Exchange. After this repurchase of own shares, AB "Žemaitijos pienas" owns 3 482 551 shares or 7.2 per cent own share package.

From 2020 August 31 until 2020 September 08 the Company carried out a repurchase through the Nasdaq Vilnius Stock Exchange, no shares were purchased during the repurchase of own shares.

ROOZ. Robertas Pažemeckas General director

Dalia Gecienė Senior accountant