

# PROKAPITAL

## AS PRO KAPITAL GRUPP

*(Established and organized with limited liability in Estonia)*

### TRADING PROSPECTUS

This is the trading prospectus (the “**Prospectus**”) for the admission to trading of all shares in AS Pro Kapital Grupp (the “**Company**”, the Company together with its consolidated subsidiaries is hereinafter the “**Group**”) on the regulated market (Secondary List) operated by NASDAQ OMX Tallinn AS (the “**Regulated Market**”) (the “**Admission to Trading**”).

There is currently no public market for the shares in the Company (the “**Shares**”). On the date of registration of this Prospectus, the Company plans to file an application with NASDAQ OMX Tallinn AS regarding the Admission to Trading. The trading of the Shares is expected to commence on the Regulated Market on or about 22 November 2012.

**YOU SHOULD READ THE WHOLE OF THIS PROSPECTUS. IN PARTICULAR, YOU SHOULD READ “RISK FACTORS” FOR A DISCUSSION OF CERTAIN FACTORS THAT YOU SHOULD CONSIDER BEFORE INVESTING IN THE SHARES.**

The contents of this Prospectus are not intended to be construed as legal, financial or tax advice. Each prospective investor should consult own legal advisor, financial advisor or tax advisor for such advice. If you are in any doubt about the contents of this prospectus or the action you should take, you should immediately consult a person who specializes in advising on the acquisition of shares and other securities.

**No registration or any other measure has been taken by the Company in any jurisdiction in addition to the registration of this Prospectus with the Estonian Financial Supervision Authority (*Finantsinspektsioon*) (“EFSA”). Neither the Shares nor their distribution has been or will be registered under the United States Securities Act of 1933, as amended (the “Securities Act”) or with any securities authority of the United States or any state of the United States or any other securities authority of any jurisdiction. The Shares may not be offered, sold, resold, allotted or subscribed to, directly or indirectly, in the countries where it is unlawful to do so without meeting additional requirements, unless any applicable exemption of those requirements exists and is available. This *inter alia* means that the Shares may not be re-offered or re-sold within the United States or for the account of U.S. persons (as defined in Regulation S of the Securities Act) except pursuant to registration under the Securities Act or pursuant to an applicable exemption from the registration requirements of Securities Act. Please read Part XIV (Selling and Transfer Restrictions). Distribution of copies of the Prospectus or any related documents are not allowed in those countries where and to those persons to whom such distribution requires any extra measures or is in conflict with any applicable laws and regulations. Persons who receive this Prospectus or any related document should inform themselves about any restrictions and limitations on distribution of the information contained in this Prospectus. The Company is not liable in cases where persons or entities take any actions that are in contradiction with the restrictions mentioned in this paragraph.**

The delivery of this Prospectus shall not, under any circumstances, create any implication that there has been no change in the affairs of the Company and/or the Group since, or that the information contained herein is correct as of any time subsequent to, the date of this document.

The date of this Prospectus is 13 November 2012.

## CERTAIN INFORMATION ON THE PROSPECTUS

This Prospectus has been prepared by the Company in connection with the Admission to Trading in accordance with the Estonian laws implementing Directive 2003/71/EC of the European Parliament and of the Council of 4 November 2003 on the prospectus to be published when securities are offered to the public or admitted to trading and amending Directive 2001/34/EC, as amended (the "**Prospectus Directive**") and in accordance with the Commission Regulation (EC) No 809/2004 of 29 April 2004 implementing the Prospectus Directive, as amended (the "**Prospectus Regulation**"). This Prospectus has been registered with the EFSA.

No person has been authorized to give any information or to make any representation in connection with the Admission to Trading other than as contained in this Prospectus. If given or made, such information or representation must not be relied upon as having been authorized by the Company.

## NOTICES TO INVESTORS

### RESPONSIBILITY

This Prospectus has been prepared by the Company solely in connection with the Admission to Trading. The Company accepts responsibility for the information contained in this Prospectus. To the best of the knowledge and belief of the Company, having taken all reasonable care to ensure that such is the case, the information contained in this Prospectus is in accordance with the facts and contains no omission likely to affect its import.

The information appearing in the Prospectus concerning estimates of the Group's real estate portfolio investment value is based on the Investment Value Summary – Pro Kapital Property Portfolio Estonia, Germany, Latvia and Lithuania (the "**Appraisal Report**") incorporated hereto by reference. Please see Part XVII (Information Incorporated by Reference). The Appraisal Report has been prepared by SIA "NEWSEC VALUATIONS LV", a company registered in the Commercial Register of the Republic of Latvia kept by the Latvian Enterprise Register with the registration No 40103216919 ("**Newsec**"). The business address of Newsec is 1 Zaļā street, Rīga, LV-1010. Newsec is an independent firm providing real estate valuations. In the Appraisal Report, Newsec has confirmed to the Company that it has taken all reasonable care to ensure that the information contained in the Appraisal Report is, to the best of its knowledge, in accordance with the facts and contains no omission likely to affect its import. Newsec has received, and will receive, professional fees for its preparation of the Appraisal Report. The Appraisal Report is incorporated hereto with the consent of Newsec. Further, Newsec has given and not withdrawn its consent to the inclusion of its name and all references to Newsec in this Prospectus. The Company confirms that there have been no material changes to the properties valued pursuant to the Appraisal Report as from the date of their valuation.

Tallinn, 13 November 2012

Management Board of AS Pro Kapital Grupp

  
Mr Paolo Vittorio Michelozzi  
Chief Executive Officer

  
Mr Allan Remmelkoor  
Chief Operating Officer

### RESTRICTIONS ON DISTRIBUTION OF PROSPECTUS

This Prospectus does not constitute an offer to sell or issue or a solicitation of an offer to buy or subscribe for any of the Shares in any jurisdiction to any person.

The distribution of this Prospectus and the offering or sale of the Shares in certain jurisdictions is restricted by law. Persons into whose possession this Prospectus may come are required by the Company to inform themselves of and observe all such restrictions. This Prospectus may not be distributed or published in connection with the Admission to Trading or any offer or sale of any Shares or otherwise in such countries or in such circumstances in which such distribution or publication would

be unlawful or require measures other than those required under Estonian laws and taken by the Company.

Further information with regard to restrictions on offering and sale of the Shares and the distribution and publication of this Prospectus is set out in Part XIV (Selling and Transfer Restrictions).

**The Shares have not been and will not be registered under the Securities Act and may not be offered or sold in the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S of the Securities Act) except pursuant to registration under the Securities Act or an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Shares issued and/or sold to persons in the United States are subject to transfer restrictions. Please read Part XIV (Selling and Transfer Restrictions).**

**IN ADDITION TO AND NOTWITHSTANDING THE ABOVE, THIS PROSPECTUS DOES NOT CONSTITUTE AN OFFER TO SELL OR ISSUE OR A SOLICITATION OF AN OFFER TO BUY OR SUBSCRIBE FOR ANY OF THE SHARES TO ANY PERSON WITHIN THE UNITED STATES, CANADA, JAPAN OR AUSTRALIA OR ANY OTHER JURISDICTION TO ANY PERSON.**

Each person offering, selling or purchasing of or subscribing for any of the Shares or possessing or distributing this Prospectus must comply with all applicable laws and regulations in force in any jurisdiction in which such person offers, sells, purchases or subscribes for the Shares or possesses or distributes this Prospectus and must obtain any consent, approval or permission required by it for that purpose under the laws and regulations in force in any jurisdiction to which it is subject or in which it makes such purchases, subscriptions, offers or sales, and the Company shall have no responsibility for these obligations.

## **PRESENTATION OF FINANCIAL AND CERTAIN OTHER INFORMATION**

### **Financial Information**

The division of the Company was registered with the Estonian commercial register (the “**Estonian Commercial Register**”) on 23 November 2011 (the “**Division**”). Please read “Division of the Company” in Section 9 (*Material Contracts*) of Part IX (*Business*) in respect of the terms and conditions of the Division. The Division resulted in a significant gross change in the size of the Company. For that reason the following has been included in this Prospectus:

- AS Pro Kapital Combined Financial Statements For Financial Years ended 31 December 2011, 2010 and 2009 (the “**Special Purpose Combined Financial Statements**”) and the Independent Auditor’s Report on Combined Financial Statements which are incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)); and
- AS Pro Kapital Grupp Interim Report 01.01.-30.06.2012 (the “**Interim Financial Statements**”; the Special Purpose Combined Financial Statements and the Interim Financial Statements are referred to as the “**Financial Statements**”) and Certified Auditor’s Report on Review of Interim Financial Information, which are incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)).

Due to the Division, the Interim Financial Statements contain un-audited *adjusted* financial information for the interim period ended 30 June 2011. Such un-audited *adjusted* financial information is intended to give prospective investors a better understanding of what the Company’s financial position and results would have been, had the Division taken place at the commencement of the period being reported on or at the date reported.

For reference the consolidated annual reports of the Company for the financial years ended 31 December 2009, 2010 and 2011 are available on the website of the Company ([www.prokapital.com](http://www.prokapital.com)) and in the Estonian Commercial Register. However, each investor should note that the financial information set out in the consolidated annual reports of the Company for the financial years ended 31 December 2009, 2010 and 2011 is incomparable with the financial information contained in this Prospectus due to the Division and the financial information contained in this Prospectus has not been derived from such financial statements for the given reason.

The financial information relating to the Group, as set out in the Part I (Summary), Part IV (Capitalisation and Indebtedness), Part VI (Selected Financial Information), Part VII (Operating and Financial Review and Prospects) and the Financial Statements incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)) have been prepared in accordance with the Inter-

national Financial Reporting Standards (the “IFRS”) issued by the International Accounting Standards Board (IASB) and the interpretations of International Financial Reporting Interpretations Committee (IFRIC) as adopted in the European Union (the “IFRS-EU”) and the Estonian Accounting Act. The Special Purpose Combined Financial Statements have been audited and the Interim Financial Statements have been reviewed by the Company’s independent auditor AS Deloitte Audit Eesti, as set forth in their audit reports incorporated hereto by reference.

IFRS-EU differs in certain respects from IFRS as published by the International Accounting Standards Board. The preparation of financial statements in accordance with IFRS-EU requires the use of certain critical accounting estimates. It also requires the Management Board to exercise judgement in the process of applying the Group’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements as well as management’s judgements and methodology used to implement them, are disclosed in respective notes to the financial statements. Please refer to Part VII (Operating and Financial Review and Prospects) for further information.

The financial information relating to the Group, as set out in the Part I (Summary), Part IV (Capitalisation and Indebtedness), Part VI (Selected Financial Information), Part VII (Operating and Financial Review and Prospects) and the Financial Statements incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)) was not prepared in accordance with accounting principles generally accepted in the U.S. (“U.S. GAAP”), not audited in accordance with the auditing standards generally accepted in the U.S. (“U.S. GAAS”), or the auditing standards of the U.S. Public Company Accounting Oversight Board (the “PCAOB Standards”). No opinion or any other assurance with regard to any financial information was expressed under U.S. GAAP, U.S. GAAS or PCAOB Standards, and the financial information relating to the Group is not intended to comply with SEC reporting requirements. Compliance with such requirements would require the modification, reformulation or exclusion of certain financial measures. In addition, changes would be required in the presentation of certain other information. Potential investors should consult their own professional advisers to gain an understanding of the financial information relating to the Group.

Certain financial information presented in this Prospectus has been obtained directly from the audited Financial Statements of the Company, while certain other financial information presented herein have been recomputed by the Company from amounts contained in the audited Financial Statements or have been derived or recomputed by the Company from un-audited records. Financial information obtained from or recomputed on the basis of the audited Financial Statements should be viewed only together with the respective audited Financial Statements as a whole. Financial information obtained from or recomputed on the basis of the unaudited Financial Statements should also be viewed only together with the respective unaudited Financial Statements as a whole.

### Approximation of Numbers

Numerical and quantitative values in this Prospectus (e.g. monetary values, percentage values etc.) are presented with such precision, which is considered by the Company to be sufficient in order to convey adequate and appropriate information on the relevant matter. From time to time, quantitative values have been rounded to the nearest reasonable decimal or whole value in order to avoid excessive level of detail. As a result, certain values presented do not necessarily add up to the respective totals due to the effects of the approximation. Exact numbers may be derived from the Financial Statements of the Company, to the extent that the relevant information is reflected therein.

### Currencies

Unless otherwise indicated in this Prospectus, all references to “EUR” or “euro” are to the currency introduced at the start of the third stage of European Economic and Monetary Union pursuant to the Treaty establishing the European Community and all references to “EEK” are to the Estonian kroon, which was the lawful currency of Estonia until 31 December 2010. All references to “LVL”, “LTL” and “USD” refer to the lawful currencies of Latvia, Lithuania and the United States of America.

In this Prospectus, financial information is presented in EUR. When used in the Prospectus, financial information has been converted into EUR using the official exchange rates: EUR 1 = EEK 15.6466, EUR 1 = LVL 0.702804 and EUR 1 = LTL 3.4528.

For reference, please see the table below with information about EUR/USD currency exchange rates:

Currency exchange rate	As at 31 December			As at 30 June	
	2009	2010	2011	2011	2012

EUR/USD 1.4406 1.3362 1.2939 1.4453 1.2590  
Source: European Central Bank

### **Documents on Display**

For the period of validity of this Prospectus, the Articles of Association of the Company, the Financial Statements, the consolidated annual reports of the Company for the financial years ended 31 December 2009, 2010 and 2011 and the Appraisal Report are available for inspection on the website of the Company ([www.prokapital.com](http://www.prokapital.com)). Any interested party may download a copy of these items from the above-referred website without charge.

### **Third Party Information**

Where certain information contained in this Prospectus has been derived from third party sources, such sources have been identified herein. The Company confirms that such third party information has been accurately reproduced herein and as far as the Company is aware and is able to ascertain from information published by that third party, no facts have been omitted, which would render the reproduced information inaccurate or misleading.

### **Market and Industry Data**

Certain information relating to market share and other industry data contained in this Prospectus is based on independent industry publications, information published by the Statistics Estonia or other published independent sources. The Company has not independently verified market share, ranking or other industry data from such third party sources.

### **Updates**

The Company will update the information contained in this Prospectus only to such extent, at such intervals and by such means as required by applicable law or considered necessary and appropriate by the Company at its absolute discretion. The Company is under no obligation to update or modify forward-looking statements included herein.

## **FORWARD-LOOKING STATEMENTS**

Certain statements in this Prospectus are not historical facts and are “forward-looking”. Forward-looking statements appear in various locations, including in Part I (Summary), Part II (Risk Factors), Part V (Dividends and Dividend Policy), Part VII (Operating and Financial Review and Prospects) and Part IX (Business), and located elsewhere in this Prospectus regarding the prospects of the Group’s industry and the Group’s prospects, plans, financial position and business strategy. Forward-looking statements can often be identified by the use of terms such as “estimates”, “projects”, “anticipates”, “expects”, “intends”, “believes”, “will”, “may”, “should” or the negative of these terms. All forward-looking statements, including discussions of strategy, plans, objectives, goals and future events or performance, involve risks and uncertainties.

While these statements are based on sources believed to be reliable and on the current knowledge and best belief of the Management Board, they are merely estimates or predictions and cannot be relied upon. They are subject to certain risks, uncertainties and assumptions. The Company cannot assure prospective investors that future results will be achieved. Factors, risks and uncertainties, including those described in Part II (Risk Factors), may cause actual outcomes and results to be materially different from those indicated, expressed, projected or implied in the forward-looking statements used in this Prospectus.

This list of important factors in Part II (Risk Factors) is not exhaustive. When relying on forward-looking statements, prospective investors should carefully consider those factors and other uncertainties and events, especially in light of the political, economic, social and legal environment in which the Group operates. Such forward-looking statements speak only as of the date on which they are made. Accordingly, the Company does not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise, except to the extent required by applicable law. The Company does not make any representation, warranty or prediction that the results anticipated by such forward-looking statements will be achieved, and such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely scenario. These cautionary statements qualify all forward-looking statements attributable to the Company or persons acting on the Company’s behalf.

The Company does not intend, and does not assume any obligation, to update the forward looking statements included in this Prospectus as at the date set forth on the cover.

The Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in the Company's expectations with regards thereto or any change in events, conditions or circumstances on which any such statement is based.

#### **GOVERNING LAW AND JURISDICTION**

This Prospectus shall be governed by the law of Estonia, except to the extent the rules of private international law applied by the competent court provide for the mandatory application of the laws of any other jurisdiction. Any disputes arising in connection with this Prospectus shall be settled by Harju County Court (*Harju maakohus*) in Estonia unless the exclusive jurisdiction of any other court is provided for by the provisions of law which cannot be derogated from by an agreement of the parties.

## TABLE OF CONTENT

Part I.	SUMMARY .....	9
Part II.	RISK FACTORS .....	23
1.	Risks Relating to the Group's Business.....	23
2.	Risks relating to the Group's Industry.....	32
3.	Political, Economic and Legal Risks .....	34
4.	Risks relating to Shares and Admission to Trading .....	37
Part III.	ADMISSION TO TRADING .....	40
Part IV.	CAPITALISATION AND INDEBTEDNESS .....	41
Part V.	DIVIDENDS AND DIVIDEND POLICY .....	43
Part VI.	SELECTED FINANCIAL INFORMATION .....	44
Part VII.	OPERATING AND FINANCIAL REVIEW AND PROSPECTS.....	47
1.	Overview .....	47
2.	Factors Affecting Results of Operations .....	47
3.	Recent Developments.....	49
4.	Outlook for 2012.....	50
5.	Investments, Divestments and Development Projects .....	50
6.	Important Accounting Policies.....	51
7.	Results of Operations.....	52
8.	Financial Risk Management.....	61
9.	Capital Risk Management.....	61
Part VIII.	INDUSTRY OVERVIEW .....	67
1.	Macroeconomic Overview of the Baltic States .....	67
2.	Real Estate Markets in Europe .....	69
3.	Real Estate Market in the Group's Key Markets.....	72
Part IX.	BUSINESS.....	84
1.	Overview .....	84
2.	History .....	84
3.	Strategy.....	86
4.	Competitive Strengths.....	87
5.	Operations.....	88
6.	Projects and Properties.....	94
7.	Employees and Labour Relations .....	106
8.	Intellectual Property .....	106
9.	Material Contracts .....	106
10.	Environmental Issues.....	114
11.	Insurance .....	115
12.	Legal Proceedings .....	115
13.	Structure of the Group and subsidiaries .....	117
14.	Related Party Transactions.....	120

Part X.	MANAGEMENT .....	125
1.	Structure of the Management .....	125
2.	Management Holdings .....	130
3.	Management Remuneration and Benefits .....	131
4.	Transactions with Supervisory Council Members, Management Board Members and Key Executives .....	132
5.	Legal Issues .....	133
Part XI.	INFORMATION ON COMPANY, SHARES AND SHARE CAPITAL.....	135
1.	General Information on the Company.....	135
2.	Information on Share Capital and Shares.....	135
3.	Shareholders of the Company .....	135
4.	Changes in the Share Capital .....	137
5.	Convertible Securities, Exchangeable Securities and Securities with Warrants .....	137
6.	Shareholder Rights .....	139
Part XII.	ESTONIAN SECURITIES MARKET.....	144
1.	Introduction to Estonian Company Law .....	144
2.	Corporate Governance .....	144
3.	Regulated Market and the Estonian Securities Market.....	145
4.	Disclosure of transactions and ownership .....	147
5.	Market Abuse .....	149
6.	Mandatory Takeover Bids .....	149
7.	Antitrust Laws.....	150
8.	Enforcement of Civil Liabilities in Estonia .....	151
Part XIII.	TAXATION.....	152
1.	Estonian Tax Considerations .....	152
2.	PFIC Considerations .....	153
Part XIV.	SELLING AND TRANSFER RESTRICTIONS .....	155
Part XV.	LEGAL MATTERS .....	156
Part XVI.	INDEPENDENT AUDITORS .....	157
Part XVII.	INFORMATION INCORPORATED BY REFERENCE .....	158
Part XVIII.	DEFINITIONS AND GLOSSARY .....	159



## PART I. SUMMARY

This summary (the “**Summary**”) is a brief overview of the information disclosed in the prospectus for the admission to trading of all the shares (the “**Shares**”) in AS Pro Kapital Grupp (the “**Company**”; with its subsidiaries also the “**Group**”), on the regulated market (Secondary List) operated by NASDAQ OMX Tallinn AS (the “**Regulated Market**”) (the “**Admission to Trading**”), dated 13 November 2012 (the “**Prospectus**”).

This Summary is made up of disclosure requirements known as “Elements”. These elements are numbered in Sections A – E (A.1 – E.7). This Summary contains all the Elements required to be included in a summary for this type of securities and issuer. Because some Elements are not required to be addressed, there may be gaps in the numbering sequence of the Elements. Even though an Element may be required to be inserted in the Summary because of the type of securities and issuer, it is possible that no relevant information can be given regarding the Element. In this case a short description of the Element is included in the Summary with the mention of ‘not applicable’.

### Section A — Introduction and warnings

Element	Title	Disclosure
A.1	Introduction and warnings	<p>This Summary should be read as introduction to the Prospectus. Any decision to invest in the Shares should be based on consideration of the Prospectus as a whole.</p> <p>An investor must take into account that if the investor wishes to file a claim in court proceedings relating to the information contained in the Prospectus with an Estonian court, it may be required to bear the costs of translating the Prospectus into Estonian.</p> <p>Neither the Company nor its shareholders bear civil liability based on this Summary alone, except if the Summary is misleading, inaccurate or contradictory when read together with the other parts of the Prospectus or it does not provide, when read together with the other parts of the Prospectus, key information in order to aid investors when considering whether to invest in such securities.</p>

### Section B — Issuer

Element	Title	Disclosure
B.1	Legal and commercial name	The legal (business) name of the Company is AS Pro Kapital Grupp.
B.2	Domicile / legal form / legislation / country of incorporation	The Company is a public limited liability company ( <i>aktsiaselts</i> ) incorporated pursuant to the laws of the Republic of Estonia. The Company is registered in the Estonian commercial register ( <i>äriregister</i> ) (the “ <b>Estonian Commercial Register</b> ”) and its registered office is located in Põhja pst 21, 10414 Tallinn, Estonia.
B.3	Key factors regarding current operations, principal activities, categories of products sold and services performed. Principal markets	<p>The Group is active mainly in the development and sales of residential and retail property, lease of developed retail property and other commercial property and operating of hotels. The real estate portfolio is located in Tallinn, Riga and Vilnius, with the exception of one hotel in Bad Kreuznach, Germany.</p> <p>The Group’s operations are spread across four geographical segments: Estonia, Latvia, Lithuania, and Germany. The Group’s operations in:</p> <ul style="list-style-type: none"> <li>- <b>Estonia</b> mainly consist of the development and sales of apartments in premium residential real estate properties, development and lease of premises in retail and office properties, and management of cash flow generating retail, office and hotel properties;</li> <li>- <b>Latvia</b> mainly consist of the development and sales of apartments in premium residential real estate properties, development and lease of office properties, and management of cash flow generating hotel properties;</li> <li>- <b>Lithuania</b> mainly consist of the development and sales of apartments in premium residential real estate properties; and</li> <li>- <b>Germany</b> consists of the management of PK Parkhotel Kurhaus located in Bad Kreuznach, Germany.</li> </ul>
B.4a	Significant recent trends affecting the industry	The improving macroeconomic background in Baltic States allows the Group to proceed with new development projects as the increased consumer confidence and improved availability of financing increase the demand for both residential as well as retail real estate. The Company’s management board (the “ <b>Management Board</b> ”) believes that after bottoming-out during 2009 and 2010, real estate market in 2012 in Estonia, Latvia and Lithuania will continue moderate growth that was observed in 2011, following economic recovery in the Baltic States.
B.5	Group description. Position of the Company within the Group	<p>The Company is the operating parent company of the Group. As at the date of this Prospectus, 22 subsidiaries of the Company (the “<b>Subsidiaries</b>”) belong to the Group, including:</p> <ul style="list-style-type: none"> <li>- eight subsidiaries in Estonia: AS Pro Kapital Eesti, OÜ Ilmarise Kvartal, AS Täismaja, AS Tondi Kvartal, Pro Halduse AS, AS Tallinna Moekombinaat, OÜ Hotel Management Services and Pro Kapital Germany Holdings OÜ;</li> <li>- nine subsidiaries in Latvia: AS “Pro Kapital Latvia”, PK Latvia SIA, SIA “Kliversala RE”, SIA “Tallina nekustamie īpašumi”, SIA “NEKUSTAMO ĪPAŠUMU SABIEDRĪBA “ZVAIGZNES CENTRS””, SIA “INVESTHOTEL”, AS “Pasaules tirdzniecības centrs “Rīga””, SIA “Nekustamo īpašumu sabiedrība “PROKURS”” and SIA “Hotel Management Services”;</li> <li>- three subsidiaries in Lithuania: Pro Kapital Vilnius Real Estate UAB, PK Invest UAB and UAB “Domina Management”; and</li> <li>- two subsidiaries in Germany: PRO KAPITAL Germany GmbH and Domina Tourismus GmbH.</li> </ul>
B.6	Persons, directly or indirectly, having interest in the Company’s capital or voting rights	<p>According to the data registered in the Estonian Central Register of Securities (“<b>ECRS</b>”), as at 1 November 2012, following persons held at least 5% of the Shares in their securities’ accounts opened with the ECRS: Clearstream Banking Luxembourg S.A. Clients (nominee account), Eurofiduciaria S.R.L., Svalbork Invest OÜ, Sueno Latino AG, A.F.I. American Financial Investments Ltd., Anndare Ltd., and UNICREDIT BANK AUSTRIA AG (nominee account).</p> <p>According to the Management Board’s knowledge, the following persons control at least 5% or the votes represented by the Shares:</p>

	<p>notifiable under Estonian law and the amount of such interest. Voting rights of major shareholders. Direct or indirect control of the Company</p>	<p>Controlling person</p> <p>Mr Ernesto Preatoni and his affiliates<sup>1)</sup>  <i>Mr Ernesto Preatoni</i>  <i>Mr David Trausti Oddsson</i>  <i>Ms Evelyn Tihemets</i></p> <p>Mr Vladimir Maslov<sup>2)</sup>  Mr Giuseppe Prevosti and his affiliates<sup>3)</sup></p>	<p>Shares of the Company controlled</p> <p>18,352,025  1,759,603  2,716,445  13,875,977  6,132,598  4,447,597</p>	<p>Shareholding in the Company (%)</p> <p>34.51  3.31  5.11  26.09  11.53  8.36</p> <p>1) In the above table the following Shares are considered as being controlled by Mr Preatoni because the Management Board believes that Mr Preatoni is able to control the use of voting rights by such persons: (a) OÜ Svalbork Invest, Estonian company controlled by Ms Evelyn Tihemets which holds 6,839,938 Shares representing 12.86% of the share capital of the Company, (b) Sueno Latino A.G., a Liechtenstein company controlled by Ms Evelyn Tihemets, which controls 4,528,531 Shares representing 8.51% of the share capital of the Company; (c) 2,507,508 Shares representing 4.71% of the share capital of the Company, which are held through a nominee account opened by Clearstream Banking Luxembourg and are held for the benefit of Ms Evelyn Tihemets; (d) 2,716,445 Shares representing 5.11% of the share capital of the Company held through a nominee account opened by Clearstream Banking Luxembourg for the benefit of Mr David Trausti Oddsson; (e) 612,872 Shares representing 1.15% of the share capital of the Company held by Katmandu Stiftung, a Liechtenstein company controlled by Mr Ernesto Preatoni; and (f) 1,146,731 Shares representing 2.16% of the share capital of the Company held by A.F.I American Financial Investments Ltd, a Liechtenstein company for the benefit of Mr Ernesto Preatoni.</p> <p>2) 11.53% of all Shares, which are held through the nominee account opened by Clearstream Banking Luxembourg, are controlled by Mr Vladimir Maslov, a Russian citizen.</p> <p>3) 8.36% of all Shares are owned by Mr Giuseppe Prevosti and his affiliates. Mr Giuseppe Prevosti is a member of the Company's supervisory council (the "Supervisory Council"), who owns directly and indirectly Shares of the Company, including 1,058,060 Shares representing 1.99% of the share capital of the Company owned directly by Mr Prevosti, 2,987,801 Shares representing 5.62% of the share capital of the Company held for the benefit of Mr Prevosti in the nominee account opened by UNICREDIT BANK AUSTRIA AG, 365,807 Shares representing 0.69% of the share capital of the Company held through the company Zunis S.A a Luxembourg company and 35,929 Shares representing 0.07% of the share capital of the Company held directly by Mr Prevosti's wife Donatella Grigioni.</p> <p>The Company is neither a party to, nor is the Management Board aware of any shareholders' agreements among shareholders of the Company in relation to their holdings of Shares.</p> <p>None of the shareholders have any different voting rights compared to other shareholders. As at the date of this Prospectus, neither the Company nor any of its Subsidiaries owns any of the Shares.</p>																																																																																																																							
B.7	<p>Selected historical key financial information. Narrative description of significant change to the Company's financial condition and operating results subsequent to the period covered by selected historical key financial information.</p>	<p>The following tables set forth selected financial information as at the end of and for each of the three financial years ended 31 December 2009, 2010 and 2011, and as at the end of and for the six months ended 30 June 2011 and 30 June 2012. The tables below set forth selected financial information that has been derived from the Group's Special Purpose Combined Financial Statements for the three financial years ended 31 December 2009, 2010, 2011, and from the Interim Financial Statements for the six months period ended 30 June 2012 (the "Financial Statements"). Such Special Purpose Combined Financial Statements and Interim Financial Statements have been prepared in accordance with the International Financial Reporting Standards issued by the International Accounting Standards Board (IASB) and the interpretations of International Financial Reporting Interpretations Committee (IFRIC) as adopted in the European Union.</p> <p>The financial position of the Group has experienced significant changes during financial years ended 31 December 2009, 2010 and 2011. While performance of the Group has been relatively stable in terms of revenues, the profitability and indebtedness of the Group has changed significantly. Sale of Kristine Shopping Centre in 2011 has had the strongest impact on the financial position of the Group. As a result of that transaction the net profit of the Group increased to EUR 50.1 million in 2011 in comparison to EUR 7.0 million and EUR 1.3 million losses in 2010 and 2009 respectively. Leverage of the Group has also decreased substantially with total liabilities decreasing to EUR 41.4 million as at 31 December 2011 from EUR 111.9 million and EUR 91.4 million as at 31 December 2010 and 2009 respectively.</p> <p>Six months ended 30 June 2012 have seen steady development of financial position of the Group. Relatively low inventory level has prevented higher sales amid recovering Baltic real estate market. Financial leverage of the Group has been kept under control with further repayments of outstanding debt decreasing the Group's overall liability level to EUR 33.6 million.</p>	<table border="1"> <thead> <tr> <th></th> <th colspan="3">Financial year ended 31 December</th> <th colspan="2">Six months ended 30 June</th> </tr> <tr> <th>PROFIT AND LOSS ACCOUNT ('000 EUR)</th> <th>2009</th> <th>2010</th> <th>2011</th> <th>2011</th> <th>2012</th> </tr> </thead> <tbody> <tr> <td><b>Total revenue</b></td> <td><b>21,999</b></td> <td><b>21,051</b></td> <td><b>17,449</b></td> <td><b>8,016</b></td> <td><b>9,932</b></td> </tr> <tr> <td>Cost of goods sold</td> <td>-17,917</td> <td>-17,015</td> <td>-16,407</td> <td>-5,756</td> <td>-8,070</td> </tr> <tr> <td><b>Gross profit</b></td> <td><b>4,082</b></td> <td><b>4,036</b></td> <td><b>1,042</b></td> <td><b>2,260</b></td> <td><b>1,862</b></td> </tr> <tr> <td>Marketing expenses</td> <td>-1,103</td> <td>-609</td> <td>-352</td> <td>-169</td> <td>-289</td> </tr> <tr> <td>Administrative expenses</td> <td>-4,130</td> <td>-4,029</td> <td>-5,237</td> <td>-2,776</td> <td>-2,707</td> </tr> <tr> <td>Other operating income</td> <td>1,357</td> <td>219</td> <td>54,280</td> <td>54,692</td> <td>118</td> </tr> <tr> <td>Other operating expenses</td> <td>-1,397</td> <td>-4,600</td> <td>-1,875</td> <td>-471</td> <td>-1,220</td> </tr> <tr> <td><b>Operating profit / loss</b></td> <td><b>-1,191</b></td> <td><b>-4,983</b></td> <td><b>47,858</b></td> <td><b>53,536</b></td> <td><b>-2,236</b></td> </tr> <tr> <td>Financial income</td> <td>2,733</td> <td>2,120</td> <td>4,770</td> <td>659</td> <td>16</td> </tr> <tr> <td>Financial expenses</td> <td>-2,883</td> <td>-4,174</td> <td>-2,877</td> <td>-2,155</td> <td>-679</td> </tr> <tr> <td><b>Profit / loss before tax</b></td> <td><b>-1,341</b></td> <td><b>-7,037</b></td> <td><b>49,751</b></td> <td><b>52,040</b></td> <td><b>-2,899</b></td> </tr> <tr> <td>Income tax</td> <td>26</td> <td>17</td> <td>351</td> <td>7</td> <td>14</td> </tr> <tr> <td><b>Profit / loss for the period</b></td> <td><b>-1,315</b></td> <td><b>-7,020</b></td> <td><b>50,102</b></td> <td><b>52,047</b></td> <td><b>-2,885</b></td> </tr> <tr> <td>Net profit / loss attributable to:</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Equity holders of the parent</td> <td>-3,455</td> <td>-7,413</td> <td>21,931</td> <td>23,909</td> <td>-2,889</td> </tr> <tr> <td>Non-controlling interest</td> <td>2,140</td> <td>393</td> <td>28,171</td> <td>28,138</td> <td>4</td> </tr> <tr> <td></td> <td></td> <td colspan="3"><b>As at 31 December</b></td> <td><b>As at 30 June</b></td> </tr> <tr> <td><b>BALANCE SHEET ('000 EUR)</b></td> <td><b>2009</b></td> <td><b>2010</b></td> <td><b>2011</b></td> <td colspan="2"><b>2012</b></td> </tr> </tbody> </table>		Financial year ended 31 December			Six months ended 30 June		PROFIT AND LOSS ACCOUNT ('000 EUR)	2009	2010	2011	2011	2012	<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>17,449</b>	<b>8,016</b>	<b>9,932</b>	Cost of goods sold	-17,917	-17,015	-16,407	-5,756	-8,070	<b>Gross profit</b>	<b>4,082</b>	<b>4,036</b>	<b>1,042</b>	<b>2,260</b>	<b>1,862</b>	Marketing expenses	-1,103	-609	-352	-169	-289	Administrative expenses	-4,130	-4,029	-5,237	-2,776	-2,707	Other operating income	1,357	219	54,280	54,692	118	Other operating expenses	-1,397	-4,600	-1,875	-471	-1,220	<b>Operating profit / loss</b>	<b>-1,191</b>	<b>-4,983</b>	<b>47,858</b>	<b>53,536</b>	<b>-2,236</b>	Financial income	2,733	2,120	4,770	659	16	Financial expenses	-2,883	-4,174	-2,877	-2,155	-679	<b>Profit / loss before tax</b>	<b>-1,341</b>	<b>-7,037</b>	<b>49,751</b>	<b>52,040</b>	<b>-2,899</b>	Income tax	26	17	351	7	14	<b>Profit / loss for the period</b>	<b>-1,315</b>	<b>-7,020</b>	<b>50,102</b>	<b>52,047</b>	<b>-2,885</b>	Net profit / loss attributable to:						Equity holders of the parent	-3,455	-7,413	21,931	23,909	-2,889	Non-controlling interest	2,140	393	28,171	28,138	4			<b>As at 31 December</b>			<b>As at 30 June</b>	<b>BALANCE SHEET ('000 EUR)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	
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Cash and bank accounts	3,159	1,194	8,637	2,142
Current receivables	11,304	9,562	2,865	2,857
Inventories	67,935	58,736	53,186	49,395
Non-current assets held for sale	0	50,044	0	0
<b>Total current assets</b>	<b>82,398</b>	<b>119,536</b>	<b>64,688</b>	<b>54,394</b>
Non-current receivables	12,492	19,949	152	152
Deferred tax assets	0	0	370	368
Tangible assets	10,207	12,049	21,863	21,393
Investment property	61,785	26,600	26,111	26,111
Intangible assets	264	307	288	284
<b>Total non-current assets</b>	<b>84,748</b>	<b>58,905</b>	<b>48,784</b>	<b>48,308</b>
<b>TOTAL ASSETS</b>	<b>167,146</b>	<b>178,441</b>	<b>113,472</b>	<b>102,702</b>
Current debt	16,080	83,271	14,002	6,898
Customer advances	2,962	1,352	838	579
Current payables	2,825	3,648	1,791	1,497
Taxes payable	479	178	95	106
Short-term provisions	284	4,184	1,091	1,755
<b>Total current liabilities</b>	<b>22,630</b>	<b>92,633</b>	<b>17,817</b>	<b>10,835</b>
Long-term debt	67,929	18,717	21,462	20,673
Other long term liabilities	300	0	0	132
Deferred income tax liability	445	419	1,962	1,878
Long-term provisions	97	166	173	52
<b>Total non-current liabilities</b>	<b>68,771</b>	<b>19,302</b>	<b>23,597</b>	<b>22,735</b>
<b>TOTAL LIABILITIES</b>	<b>91,401</b>	<b>111,935</b>	<b>41,414</b>	<b>33,570</b>
Share capital	33,992	33,992	10,637	10,637
Share premium	45,089	45,089	0	0
Statutory legal reserve	2,938	2,938	0	0
Revaluation reserve	0	0	11,330	11,337
Foreign currency differences	-1,373	-1,382	-1,130	-1,130
Retained earnings	-30,836	-36,388	27,693	49,624
Profit / loss for the period	-3,455	-7,413	21,931	-2,889
<b>Total equity attributable to equity holders of the parent</b>	<b>46,355</b>	<b>36,836</b>	<b>70,461</b>	<b>67,579</b>
Non-controlling interest	29,390	29,670	1,597	1,553
<b>TOTAL EQUITY</b>	<b>75,745</b>	<b>66,506</b>	<b>72,058</b>	<b>69,132</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>167,146</b>	<b>178,441</b>	<b>113,472</b>	<b>102,702</b>

	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Cash flow ('000 EUR)</b>					
Net cash from / used in operating activities	11,286	933	-19,394	-11,578	-3,158
Net cash from / used in investing activities	-403	-14,768	95,764	95,361	-289
Net cash from / used in financing activities	-9,604	11,870	-68,927	-64,733	-3,048
<b>NET CASH FLOW</b>	<b>1,279</b>	<b>-1,965</b>	<b>7,443</b>	<b>19,050</b>	<b>-6,495</b>

	Financial year ended 31 December			Six months ended 30 June	
<b>KEY RATIOS AND INDICATORS</b>	2009	2010	2011	2011	2012
Number of shares	53,185,422	53,185,422	53,185,422	53,185,422	53,185,422
Earnings per share, EUR	-0.06	-0.14	0.41	0.45	-0.05
Gross profit margin, %	19%	19%	6%	28%	19%
Operating profit margin, %	-5%	-24%	274%	668%	-23%
Net profit margin, %	-16%	-35%	126%	298%	-29%
Return on assets, %	-2%	-4%	15%	n/a	-3%
Return on equity, %	-7%	-18%	41%	n/a	-4%
Equity ratio, %	28%	21%	62%	n/a	66%
Current ratio	3.6	1.3	3.6	n/a	5.0

**Calculation of key ratios:**

Earnings per share, EUR = Net profit attributable to equity holders of the parent divided by average number of common shares outstanding.

Gross profit margin, % = Gross profit divided by total revenue.

Operating profit margin, % = Operating profit divided by total revenue.

Net profit margin, % = Net profit attributable to equity holders of the parent divided by total revenue.

Return on assets, % = Net profit attributable to equity holders of the parent divided by average total assets.

Return on equity, % = Net profit attributable to equity holders of the parent divided by average equity attributable to equity holders of the parent.

Equity ratio, % = Equity attributable to equity holders of the parent divided by total assets.

Current ratio, % = Current assets divided by current liabilities.

There have been no significant changes in the Company's key financials since the period covered by the historical

		key financial information.
B.8	Selected key pro forma financial information	Not applicable: no pro forma financial information is outlined in this Summary.
B.9	Profit forecast	Not applicable: the Company has not issued a profit forecast.
B.10	Qualifications in the audit report on the historical financial information	The audit reports issued with respect to Financials Statements have not included qualifications. Notwithstanding the foregoing, the independent sworn audit report regarding AS Pro Kapital Grupp Financial Statements for the Year ended 31 December 2010 included the following qualifications: (a) the auditors were unable to obtain sufficient audit evidence for consolidated other income in the amount of EEK 31,052,933 (EUR 1,984,644) and expenses in the amount of EEK 30,601,956 (EUR 1,955,821) arising from Multiservice S.l.r (a subsidiary at that time) and (b) as of 31 December 2010, the Management Board had not performed the impairment test on the financial investments into subsidiaries at their cost value of EEK 2,137,460 (EUR 136,609).
B.11	Working capital	The Management Board believes that the Group's working capital is sufficient to meet all the liabilities for at least the 12-month period following the date of this Prospectus.

### Section C — Securities

Element	Title	Disclosure
C.1	Type and class of securities and Security identification number	Security: AS Pro Kapital Grupp ordinary shares ISIN code: EE310006040
C.2	Currency of the issue	EUR
C.3	Number of shares issued and fully paid / issued but not fully paid. Par value per share	As at the date of this Prospectus, the Company's registered share capital is EUR 10,637,084.40 divided into 53,185,422 authorised, fully paid and issued Shares with a par value of EUR 0.2 each. There are no Shares issued but not fully paid.
C.4	Rights attached to the securities	<p>The Company has one class of shares. Shares rank <i>pari passu</i>.</p> <p><b>General Meetings of Shareholders</b> Each Share entitles its holder to one vote at the Company's general meeting of shareholders (the "<b>General Meeting of Shareholders</b>"). The Supervisory Council of the Company usually determines the agenda of the General Meeting of Shareholders. If the shareholders or the auditor convene a General Meeting of Shareholders, they also determine the agenda of that meeting. The Management Board or one or more shareholders, whose shares represent at least one tenth (or, upon Admission to Trading, one twentieth) of the share capital of the Company, are entitled to request that items be included on the agenda of a General Meeting of Shareholders, if such a request is made not later than 15 days before the day of the General Meeting of Shareholders. In order to have the right to attend and vote at a General Meeting of Shareholders, a shareholder must be registered in the shareholders' register on the cut-off date which is seven days before the meeting. Voting rights may not be exercised by a shareholder whose shares are registered in the name of a nominee unless the nominee account holder has given a power of attorney to the shareholder. A shareholder may attend and vote at a General Meeting of Shareholders in person or by proxy. At a General Meeting of Shareholders, resolutions generally require the approval of a majority of the votes represented at the meeting.</p> <p><b>Shareholder's right to information</b> Shareholders have the right to receive information on the activities of the Company from the Management Board at the General Meeting of Shareholders. The Management Board may refuse to give information if there is a basis to presume that this may cause significant damage to the interests of the Company. If the Management Board refuses to give information, the shareholder may demand that the General Meeting of Shareholders decide on the legality of the shareholder's request or to file, within two weeks after the General Meeting of Shareholders, a petition to a court by way of proceedings on petition in order to oblige the management board to give information.</p> <p><b>Right to dividends</b> All Shares will be eligible for dividends. Under the Estonian Commercial Code, a general meeting of shareholders may authorize the payment of dividends on the terms and conditions set out in the profit distribution proposal presented by the Management Board. The Supervisory Council has the right to make changes to the proposal of the Management Board before submission to the General Meeting of Shareholders.</p>
C.5	Restrictions on free transferability of securities	Free transferability of the Shares has not been restricted in the Company's articles of association (the " <b>Articles of Association</b> "). The Shares are not subject to any general transfer restrictions.
C.6	Admission to trading / Name of the regulated market	An application has been made to the NASDAQ OMX Tallinn AS for the Admission to Trading on the Regulated Market.
C.7	Dividend policy	<p>The Group intends to pay dividends taking into account the capital needs, the stage of the development of the Group's main projects, the financial situation of the Group, the development cycle of the real estate sector and other relevant aspects. It is not expected that the dividend payments will commence in financial years 2013 and 2014.</p> <p>The payment and the amount of any dividend will be subject to the discretion of the General Meeting of Shareholders of the Company and will depend on available cash balances, anticipated cash needs, results of operations and financial condition of the Group and any financing agreement restrictions binding the Company as well as other relevant factors.</p>

**Section D – Risks**

Element	Title	Disclosure
D.1	Key risks specific to the Company or the industry	<p><b>Risks relating to the Group's Business</b></p> <p><b><i>The Group is exposed to various risks due to long duration of real estate development projects</i></b>  The core business of the Group is real estate development. The process of real estate development usually lasts several years. As a result, the Group's business is exposed to various risks. The Group's business, results of operations, financial condition and profitability of the Group may be adversely affected <i>inter alia</i> by any of the following: (a) macroeconomic environment, market conditions and other similar circumstances, which are not under control of the Group may change over the time causing the development costs exceeding and/or the income being lower than expected or estimated; (b) the Group may not be able to duly perform its obligations (e.g. obligations under financing and other agreements) due to changed circumstances; (c) the laws and regulations applicable to the Group may be amended; (d) the detailed plan, intended use of the property or other conditions vital for the development activities may be changed over the time and the Group may not be able to sufficiently influence the outcome of such changes.</p> <p><b><i>The Group may not be able to acquire real estate for the development on acceptable terms</i></b>  The Group owns significant amount of properties that could be developed by it. However, if the Group needs to acquire additional real estate for the development, it needs to acquire such real estate on a timely basis and for acceptable terms. The Group may not be able to successfully acquire such properties on acceptable terms due to various reasons (including <i>inter alia</i> increased competition in the relevant real estate sub-markets etc.). Failure to acquire real estate could have a material adverse effect on the Group's business, results of operations and financial condition.</p> <p><b><i>The Group may not be able to obtain suitable detailed plan, necessary permits and other approvals</i></b>  In order to develop real estate, detailed planning must have been adopted for respective land unit specifying <i>inter alia</i> the intended use(s) of the land unit, the maximum permitted number of buildings thereon, the maximum area to be occupied by the buildings and the maximum permitted height of the buildings. Valid building permit must have also been issued in order to start constructing. The Group may also need to acquire certain other permits and authorisations in order to start constructing buildings and other structures on the land units. In addition, the Group may need permits for demolition of the existing constructions located on the acquired land units. If the demolition is not permitted or its end materials (e.g. containing hazardous substances) need specific handling, it will require additional monetary resources from the Group.</p> <p>The process for obtaining suitable detailed plan, building permit and other necessary permits and authorisations is subject to detailed rules and procedures set forth in laws and may take several years (the length of such process cannot be precisely predetermined and may become significantly longer than expected). In addition, significant costs relate to such process, which the Group must bear while applying for the detailed plan or necessary permits or authorisations. Even if the Group applies for the detailed plan or other permits or authorisations necessary for its development activities, it may not be able to obtain detailed plan or permits or authorisations that are suitable for planned developments of the Group (e.g. the detailed plan may enable to construct less buildings or smaller building than expected by the Group). Further, the Group must bear such costs irrespective of the outcome of respective proceedings.</p> <p>The Group does not have necessary confirmed detailed planning to start developing Kalaranna Residential Complex and Kliversala Residential Complex. In order to develop planned properties, the Group will also need to obtain several building permits and other authorisations.</p> <p>As a result, the Group may not be able to obtain detailed planning, building permits or the permits or authorisations that would enable the Group to develop real estate pursuant to its plans. Further, obtaining of any such plan, authorisation or permit may take longer than expected by the Group. In addition, adopted detailed plan or other permit or authorisation may be amended, while the Group does not consent thereto. If the Group does not obtain any such plan, authorisation or permit in due time or on terms and conditions suitable for its planned development activities or if any such plan, authorisation or permit has any defects or is amended, that could have a material adverse effect on the Group's business, results of operations or financial condition.</p> <p><b><i>Properties of the Group may be expropriated in the public interests</i></b>  In case the land that the Group has acquired is needed for public purposes (e.g. for road construction), the state or the municipality may acquire the land in question from the Group for compensation that may not be lower than the usual value of the land. However, such compensation may not be sufficient to cover all the damage caused to the Group. Expropriation of any of the Group's properties could have a material adverse effect on the Group's business, results of operations or financial condition.</p> <p><b><i>Dependency on small number of large projects increases Group's exposure to risks of each project</i></b>  The Group plans to develop a rather small number of large projects. The Group's planned development projects will be mostly carried out in Tallinn, Riga or Vilnius. Concentration on small number of projects could increase the volatility of the Group's results. Further, such concentration also increases Group's exposure to risks relating to (a) each of the Group's development projects; or (b) the property markets in Tallinn, Riga and Vilnius. Failure to complete any of Group's planned development projects (e.g. failure to comply with planned budget and/or complete the development in planned schedule) could have a material adverse effect on the Group's business, results of operations or financial condition.</p> <p>Two out of three near term developments, i.e. Peterburi Rd. Shopping Centre and Tondi Quarter are located in Tallinn, Estonia, and represent approximately 42% of the appraised real estate portfolio of the Group. Estonian macroeconomic indicators have historically been comparatively more stable than those in Latvia and Lithuania. However, that does not guarantee such conditions in the future. Any instability in Estonian macroeconomic indicators could therefore have a material adverse effect on the Group's business, results of operations or financial condition.</p> <p><b><i>Long duration of projects may result in inaccuracy of the forecasts</i></b>  The Group develops its properties on the basis of business plans elaborated for respective properties. Such plans are <i>inter alia</i> based on forecasts of future circumstances. Long duration of the projects aggravates forecasting future costs, income, prices, necessity for financing and its availability and other similar circumstances relating to development projects. If the Group's forecasts are inaccurate, that could have a material adverse effect on Group's business, results of operations, financial condition and profitability.</p> <p><b><i>The value of the properties in the Appraisal Report differ from their values in the Financial Statements and the value of Group's properties may decrease in the future</i></b>  In total 11 properties have been valued in the Investment Value Summary Pro Kapital Property Portfolio Estonia, Germany, Latvia and Lithuania (the "Appraisal Report") with investment value of EUR 180.0 million (10 properties</p>

located in Estonia, Latvia and Lithuania were valued in April 2012 at EUR 172.5 million and one project in Germany was valued in June 2012 at EUR 7.5 million). The Appraisal Report appraised the investment value of such properties. Respective properties are classified (booked) in the Financial Statements as (a) inventories, which are valued at acquisition cost or (b) either as tangible assets or investment property, which are valued at fair value. Further, the investment values of such properties have been appraised based on techniques and methodologies, which differ from the ones used in the Financial Statements. Therefore, the values of such properties as booked in the Financial Statements significantly differ from their investment value as indicated in the Appraisal Report.

Investment value has been appraised by SIA "NEWSEC VALUATIONS LV", registered in the Latvian Enterprise Register, registration No 40103216919 ("Newsec") on the basis of various assumptions. Any change in the actual circumstances as compared to the used assumptions could result in inaccuracy of the appraised investment value of the Group's properties. Relevant property values may change over the time. Therefore, any valuation at a later date could result in change in the investment value as compared to the investment value reflected in the Appraisal Report.

Notwithstanding the foregoing, the Company confirms that (a) to the best of Company's knowledge and belief, the information, assumptions and documentation, which were given to Newsec by the Company, were correct and complete and (b) there have been no material changes to the properties valued pursuant to the Appraisal Report as from the date of their valuation. However, each investor should note that if any of the risks described herein will realise, that could result in the decrease of the investment value or market value of the Group's properties. The reasons for such decrease may be beyond the control of the Group.

**The Group may not have sufficient insurance cover or specific reserves for indemnifying damages**

The Group has obtained insurance against various damages and losses. However, insurance coverage is subject to limits and limitations and various risks (e.g. certain natural disasters and terrorist acts) are not covered by insurance for various reasons (e.g. because such risks are uninsurable or the cost of insurance is, according to Management Board's belief, too high when compared to risk). The Company believes that its insurance is in line with standard industry practice. However, such insurance may not be sufficient to fully compensate the Group against its all losses. For example, if the insurance is adequate to cover Group's direct losses, the Group could be adversely affected by loss of earnings caused by or relating to its properties. The occurrence of any of the above referred harmful effects or insufficient insurance coverage (a) could result in loss of invested funds and future income and creation of additional obligations and liability for the Group; and (b) may have a material adverse effect on the business, results of operations, profitability and financial conditions of the Group.

The Group does not also maintain separate funds nor does it set aside reserves for the above-referred types of events.

**The Group relies on third party building contractors**

The Group relies on third party building contractors. If the Group cannot enter into design and construction agreements with third party building contractors at acceptable terms or cannot agree on reasonable amendments to concluded construction and design agreements or the building contractors breach such agreements or its obligations under mandatory requirements of law, including requirements which are pre-condition for validity of construction permit (such as – continuous constructor's liability insurance policy during all term of validity of construction permit), for any reason whatsoever, the Group may be required to incur additional costs or suffer losses or lose planned income. Any such breach may also result in delay in the completion of relevant development project. Any such event could have an adverse effect on Group's business, results of operations, financial condition and profitability.

Furthermore, pursuant to Lithuanian law, in case of a bankruptcy or liquidation of the contractor, the developer of the real estate project would be held liable against purchasers of the real estate for any defects that emerge during guarantee period in case of default of the contractor. Guarantee period for the buildings under the applicable Lithuanian laws is 5 years for open works (e.g. visible works, such as roof, windows, doors, facade, walls) and 10 years for hidden works (i.e. works, which require specific assessment, such as engineering networks, insulation, etc.) and a certain period of time (usually between 1 and 5 years) specified by the producer for any installed items (heating, electricity systems, etc.). Thus, in case of bankruptcy or liquidation of any Lithuanian building constructors of the companies, which belong to the Group (the „Group Companies“ and each a „Group Company“), they may be held liable as indicated above, which may have a material adverse effect on the results of operations and financial condition of the Group. Currently, only the main contractor of the first stage of the real estate project at Aguonu str., Vilnius, Lithuania, which has been implemented by PK Invest UAB, is bankrupt and was liquidated. The contractor has performed almost all main construction works of the mentioned real estate project.

**The Group will not be able to develop its projects according to its plans if it fails to raise additional capital or service outstanding indebtedness**

The Group operates in capital intense industry and needs substantial working capital to support acquisition and development of properties. Therefore, if internally generated cash flow or cash flow received from sales of developed real estate is different than anticipated or money available from either local or global lenders is under liquidity pressures, it could have a material adverse effect on the business, results of operations and financial conditions of the Group.

On 27 August 2012, the Company started the public offering of new Shares of the Company pursuant to the offering and listing prospectus, dated 22 August 2012 and cancelled on 10 September 2012 (the "Offering"). The Offering was directed to public of Estonia, Latvia and Lithuania and to qualified investors in and outside of Estonia, Latvia and Lithuania. On 10 September 2012, the Company decided to cancel the Offering due to a lack of demand at the price level acceptable to the shareholders of the Company. Failure to issue new Shares at the price level acceptable to the shareholders of the Company indicates that the Company may not be able to raise equity capital for its planned development projects. Failure to raise equity capital may have adverse effect on Company's ability to raise debt capital (bank loans, bond issues etc.). When attempting to raise additional capital, the Company will bear costs. Such costs must be borne even if respective attempt fails. For example the aggregate costs of the Company for the preparations and implementation of the Offering amounted to EUR 1.08 million even though no additional capital was raised.

The Group has substantial indebtedness. As at 30 June 2012, the Group had EUR 20,673 thousand of consolidated long-term borrowings and EUR 6,898 thousand of consolidated short-term borrowings. Even despite of such indebtedness, in order to develop intended properties, the Group needs to raise capital (either debt or equity). The projects need to be postponed if the Group fails to raise necessary capital (e.g. if there is limited funding available on commercially attractive terms). Unless the Group manages to raise necessary capital, it will not be able to conduct its business as planned. The Group's ability to raise additional capital and the terms and conditions thereof as well as the Group's ability to make payments on its indebtedness are dependable on various factors, including factors that the Group cannot control (e.g. general economic and market conditions, financial, and business factors, etc). Existing indebtedness and need to raise additional capital also diminish the Group's flexibility in planning its

business and implementing its projects and place the Group at a competitive disadvantage relative to its competitors with less indebtedness.

If the Group will fail in servicing, refinancing or restructuring its indebtedness, it may need to sell its assets or raise additional capital. The Group may not be able to do that at terms that are favourable or acceptable to the Group. If the Group fails to raise necessary additional capital, it will not manage to implement its development projects pursuant to its plans. If the Group will fail to service, refinance or restructure its indebtedness or raise additional capital (either debt or equity), this could have a material adverse effect on the business, results of operations, profitability and financial condition of the Group.

**The Group must comply with various covenants arising from financing agreements. Any failure to do that may result in Group losing its rights to its assets**

The Group has raised external debt financing by borrowing from credit institutions pursuant to several financing agreements and by issue of convertible bonds. Such financing agreements set out various negative and positive covenants and requirements to obtain the lender's consent for certain actions, including *inter alia* for further financing, providing security or creating charges over its assets, concluding lease, rental or other agreements with regard to encumbered assets granting rights to third persons, changes in the Group's corporate structure, merging with another company, changes in the share capital of Group Companies, changes in Group Companies' main areas of activity or in competence of the Management Board, making investments to other enterprises or transfer of business or part thereof. Some financing agreements of the Group Companies also set forth the obligation of the relevant Group Company to retain certain financial levels and ratios throughout the term of such agreements.

The financing agreements of the Group prescribe that if any of the positive or negative covenants are breached or if the consent of the lender is not obtained prior to a transaction as required, such violation constitutes a material breach and the lender may accelerate loan payments as well as use other remedies set out in the agreement or the law (for example, contractual penalty and/or compensation for damage). The financing agreements concluded by the Group Companies contain various additional events of default, including cross-default provisions, whereby the Group is exposed to default risks based on contract performance under other agreements with respective lender or with other creditors. In addition, pursuant to the financing agreements, it is an event of default if the borrower incurs significant additional financial obligations or if there is a change of control in the borrower without the prior consent of the lender.

In addition, the Group's financing agreements require the Group Companies to pledge their assets (including immovable property, shares of the subsidiaries and other assets). Most of the Group's immovable property has been encumbered with mortgages for the benefit of relevant lenders. Some pledges and mortgages secure also all existing and potential claims of the lender against other Group Companies. Failure to comply with financing agreements could result in the Group losing its rights to or ownership in the pledged assets or the Group being forced to sell such assets on unfavourable terms (e.g. for lower than market value and debt residual, thus still maintaining partial liabilities to the financiers for particular property).

Furthermore, certain Group Companies (including the Company) have issued guarantee letters whereby they have guaranteed the performance of the Group's obligations arising from the financing agreements. This allows the financial institution to demand performance under the financing agreement from the issuer of such guarantee (e.g. the Company), if the borrower fails to perform its duties under the financing agreement. As a result, the Group as a whole is exposed to risks related to failure by its subsidiary to perform its obligations arising from financing agreements. As at 30 June 2012 the total amount of the guarantees issued by the Group Companies (including the Company) was EUR 26,484 thousand. In addition, the Company has issued a guarantee to secure (jointly with Pro Kapital Eesti AS) possible claims against Täismaja AS arising from a loan contract. The guarantee letter is limited to maximum amount of potential claim. The guarantee is effective until 2 May 2017.

Moreover, certain loan agreements concluded by the Group Companies (e.g. PK Invest UAB) provide that all loans issued to the respective company by its shareholder and its related parties are subordinated to credit issued by the bank. According to the indicated agreements as well as according to the respective subordination agreements, certain Group Companies may not repay any part of the loan or interests to other Group Companies prior to repayment of the credit to which the intra-group loans have been subordinated. Consequently, these provisions limit the flow of funds among the Group Companies, which may have a material adverse effect on the financial condition of Group Companies or on the Group as a whole.

As at the date of this Prospectus financial institutions have not made any demands based on possible breaches of covenants. The Management Board believes that none of the Group Companies is breaching its obligations arising from the loan agreements.

Any failure to comply with financing agreements or any demand for early repayment made by a lender or any failure to receive permission by or waiver from any lender in relation to any action by the Group could have a material adverse effect on the Group's business, results of operations, profitability and financial condition.

**The Company is dependent on cash flows from its subsidiaries**

The Company is a holding company, which conducts its business through its subsidiaries. The Company holds 100% interest in five main subsidiaries, which in return own 100% in 14 companies – seven in Latvia, one in Germany, two in Lithuania and four in Estonia, as well as 99% and 96% in two additional subsidiaries in Estonia and 70% of additional subsidiary in Latvia. The Company itself does not own significant assets other than the investment into its subsidiaries. Therefore, in order to be able to pay dividends to its shareholders and meet its own obligations, the Company is dependent on the receipt of dividends from its subsidiaries.

Each of the Estonian, Latvian, Lithuanian and German laws set out capital maintenance and other relevant rules, which limit the Group Companies ability to pay dividends or make other distributions. According to Estonian law, a company may only pay dividends or make other distributions, if its current profits and retained earnings are sufficient for such distribution.

According to Latvian law, dividends may be declared only once per financial year by a decision of the annual General Meeting of the Shareholders on the division of profit based on the proposal of the Management Board on the distribution of profit. Dividends may not be determined, calculated and paid out, if the net value of the own funds of a company at the time of the end of the accounting year fall below, or as a result of this payment would fall below the total amount of the share capital of a company.

According to Lithuanian law, dividends may be declared by a decision of the General Meeting of Shareholders on the division of profit. Dividends may be paid for the financial year, in this case dividends shall be declared by a decision of the annual General Meeting of Shareholders based on the proposal of the Management Board on the distribution of profit. A decision to pay dividends for the financial year may not be adopted if the company has liabilities, which are overdue at the adoption of the decision regarding dividend payment, if the company suffers losses at the end of a respective accounting period, and if the owners' capital of the company is below or as a result of the dividend payment would fall below the total amount of the registered capital and reserves formed in the company. In addition, dividends may be paid for the period shorter than a financial year. In this case, the share-

holders holding not less than 1/3 of all votes shall request payment of dividends and an interim financial statement shall be prepared. Decision to pay dividends for the period shorter than a financial year may not be adopted if the company has liabilities, which are overdue at the adoption of the decision regarding dividend payment or the company will be not able to fulfil its financial obligations for the current financial year, or if the company suffers losses at the end of a respective accounting period.

According to German law, German limited liability companies may pay dividends and make other distributions to shareholders only if the payments do not violate the capital maintenance rules. Pursuant to such capital maintenance rules, payments to shareholders may not be made to the extent that the funds are needed to maintain the company's registered share capital unless a domination or profit and loss pooling agreement within the meaning of Section 291 of the German Stock Companies Act (Aktiengesetz) has been concluded. Therefore, the Company's financial position is dependent on the subsidiaries' ability to pay dividends. Furthermore, the ability to pay dividends is also restricted by contractual covenants binding on the Group Companies.

**The Group is exposed to the credit risk of its customers and other counterparties**

The Group is exposed to the credit risk. The Group is continuously monitoring the payment behaviour of its customers and other counterparties. Moreover, in addition to contractual monetary obligations, the counterparties may not be able to compensate the Group for the damages caused as a result of breaches of their non-monetary obligations. Such defaults by counterparties could *inter alia* result in the Group Companies defaulting under their other contracts and being obliged to pay compensation to their other counterparties without being respectively compensated by the counterparties that initially defaulted, which could have a material adverse effect on the Group's business, results of operations and financial condition.

**Risk related to lease agreements**

The Group's lease agreements are divided into two categories: fixed-term lease agreements and lease agreements entered into for an unspecified term. The Group seeks to use both types of agreements, depending on the market situation and the properties in question.

Lease agreements entered into for an unspecified term involve nevertheless a risk that a large number of such agreements may be terminated within a short period of time. The Group aims at renewing the fixed term lease agreements flexibly in cooperation with its tenants. There are, however, no guarantees that the Group will be successful in this. In order to prevent tenants from terminating the lease agreements, the Group may also be forced to agree on the reduction of rent. The reduction of rent payable to the Group under a large number of lease agreements and/or concurrent termination of a large number of lease agreements could have a material adverse effect on the Group's business, results of operations and financial condition.

Currently lease agreements account for EUR 886 thousand, which forms relatively minor part of the total Group's revenues. Portion of lease related income is expected to increase significantly after the completion of the Peterburi Rd. Shopping Centre, which at first is planned to be leased out and managed for stabilizing the rental cash flow, and thereafter sold once the conditions are favourable.

**Contractual risks and legal proceedings**

A dispute may arise between the Group and its contractual counterparties on the interpretation or the validity of a contract or fulfilling of contractual obligations. Any of this can lead to arbitration or litigation with an unfavourable outcome for the Group. Among other things, any assets acquired or sold by the Group, including *inter alia* real estate, may have latent defects (e.g. pollution or latent defects in construction works etc.) which become apparent only after respective asset has been acquired or sold and this may lead to disputes between the Group and the contractual counterparty and the title to the Group's assets may be disputed as a result of defects therein or relevant contract. Application of provisional legal protection or measures for securing an action against the Group Companies in the course of a dispute may significantly impede the Group's business. Therefore, any of the above may also have an adverse effect on the financial condition and results of operations of the Group.

The Group may from time to time be involved in a number of legal proceedings, which may also have an adverse effect on business, results of operations and financial conditions of the Group. Currently there are several on-going legal proceedings. The most significant of the on-going legal proceedings is the claims from Aprisco B.V. under a guarantee letter given by the Company. Aprisco B.V. presented two alternative claims against the Company to the court in the Netherlands: (i) claims for compensation of damages in the amount of EUR 2,300,000 or in the amount as ruled by the court; and (ii) EUR 904,106 plus fine for delay or EUR 524,000 plus fine for delay. The District Court in Rotterdam ruled on 4 July 2012 that the Company shall pay EUR 1,409,265.20 to Aprisco B.V. The Company duly filed an appeal with Hague appeal court on 11 September 2012. On 6 August 2012 Aprisco B.V. had already filed an application to Harju County Court in Estonia for recognition of the judgement of Rotterdam Court and for declaration of enforceability of the same in Estonia. On 14 September 2012 the Company filed its position regarding the application of Aprisco B.V. and applied for suspension of the proceeding in Harju County Court. The main arguments of the Company are that the judgement of the Rotterdam Court from 4 July 2012 has not come into force and cannot therefore be recognised or declared enforceable and that recognition of the judgement would contradict the essential principles of Estonian law (public order).

**The Group is exposed to environmental liability**

The Group's activities are and will continue to be subject to laws and regulations relating to environmental protection including *inter alia* waste handling, contamination of soil, protection of ambient air and use of water. Furthermore, such laws are subject to possible future changes. Failure to comply with the laws and regulations and permits given thereunder and related contractual terms and conditions (including failure to adjust the Group's activities to the amended legal requirements) could result in substantial costs and liabilities for the Group. This could have a material adverse effect on the Group's business, results of operations and financial condition.

The land units, which have been or will be acquired by the Group, may subsequently be found to be polluted. Pursuant to environmental laws, a property owner is often held liable for the pollution found in such property even if the property was polluted before its acquisition and the owner did not know that at the time of acquisition. In relation to this risk, please note that: (a) when the Group has purchased land, it has not always required the seller to warrant that there is no pollution on the land. Therefore, upon the discovery of the pollution, the Group may not be entitled to claim for clean-up costs and damages from any third person; (b) the Group has not carried out environmental investigations in respect of several of its land units. The historic background of some of such land units refers to possibility of pollution (e.g. (i) the territory of Tondi Quarter has been a part of Soviet army campus; (ii) the territory of the Ilmarine Quarter has been partly under former P. Wiegand machine factory; (iii) a slaughterhouse and meat industry has been located in the property of Peterburi Rd. Shopping Centre and (iv) property of Šaltinių Namai Residential Complex has been a part of the machinery factory); (v) ship repair factory used to be located in the property of Klīversala Residential Complex; (vi) industrial buildings hazardous waste containers were located in the property of Zvaigznes Centre; (vii) textile factory RITMS previously used to be located at the property of Tallinas St. Residential Complex in Riga and (viii) property of Kalaranna Residential Complex has historically been a fishing harbour and a market place); (c) should the Group fail to detect or remedy pollution, this may adversely



affect the Group's ability to sell or lease property and expose the Group to claims from its customers or third parties for personal injury or property damage associated with exposure to pollution; (d) upon sale of the property, the purchasers have required and are likely to require the Group to warrant that there is no pollution on the associated land. For example, when Kristiine Shopping Centre was sold, it was agreed that AS Tāismaja shall indemnify any costs of the buyer of Kristiine Shopping Centre resulting from the compliance with the prescription issued within three years from the closing by environmental authorities to clean-up ground water or soil pollution with respect to the Kristiine Shopping Centre land plots, including but not limited to any clean-up costs, administrative fines and other penalties, third party claims, all related legal fees and fees of other consultants; and (e) amongst others, the risk related to counterparties' financial position as described above is also relevant in relation to environmental liability.

Each of the clean-up costs and costs relating to claims from Group's customers, counterparties or third parties relating to exposure to pollution of any polluted property could have a material adverse effect on the Group's financial condition and results of operations.

**The Group is dependent on key personnel**

The Group's business relies on the skills, diligence and performance of a relatively small number of key personnel. In order to succeed, the Group needs to have well-connected managers in each of its geographic markets with thorough and up to date knowledge of the local market. Currently the Group does not have share-linked incentive system. Even though the Group has agreed with key personnel (except for Olga Rudzika, the Managing director of AS "Pro Kapital Latvia", and Neringa Rasimavičienė, the General director of Pro Kapital Vilnius Real Estate UAB) regarding their non-competition obligation applicable for six months after the termination of their employment, any of these key persons may cease to work for the Group. Loss of services of Group's key personnel and failure to immediately find a replacement having at least similar qualities may adversely affect Group's results of operations.

**The Group's reputation may be damaged**

The Group's ability to attract purchasers of property, attract and retain tenants, raise the necessary financing for the development projects as well as retain personnel in its employment may suffer if the Group's reputation is damaged. Matters affecting the Group's reputation may include, among other things, the quality and safety of its premises and compliance with laws and regulations. Any damage to the Group's reputation due to, for example, including but not limited to the aforementioned matters, may have a material adverse effect on the business, results of operations and financial conditions of the Group.

**The Group relies on its IT systems**

The Group relies on several IT systems in its operations. The Group maintains and internally exchanges its information, including business secrets, by using its IT systems. In case of a significant interruption in the operations of Group's IT systems, the Group may not be able to continue its work during such interruption resulting in costs and losses for the Group. If an unauthorised person gains access to Group's IT systems and confidential information and business secrets of the Group, that could place the Group at a competitive disadvantage relative to its competitors and result in various claims against the Group from its customers and third persons. Any of the above could have a material adverse effect on the Group's business, results of operations and financial condition.

**Potential tax liability**

There is a significant number of intra-group transactions and contractual arrangements (such as lease, credit and service agreements between the Group Companies). The Group is therefore subject to a transfer pricing risk in relation to any transactions between related parties that are not conducted on an arm's length basis. This could involve an adjustment to the tax results for entities involved to take account of arm's length pricing, which could have an adverse effect on the Group's business, results of operations and financial condition.

Transactions with related as well as unrelated parties may carry a risk of requalification, should the tax authority challenge the economic substance of the transactions, e.g. under the „substance-over-form“ rules. Considering the wide interpretation given to „substance-over-form“ rules by the Estonian, Latvian or Lithuanian tax authorities in various cases, requalification of transactions and corresponding adjustment of tax results, such as prohibition to deduct input VAT or additional income tax charge, may have an adverse effect on the Group's business, results of operations and financial condition.

**Liability for obligations transferred in the Division**

The division of the Company (the "Division") was carried out in 2011. According to Estonian law, companies participating in a division (e.g. the Company and AS Domina Vacanze Holding) shall be jointly and severally liable for the obligations of the company being divided which arise before entry of the division in the Estonian Commercial Register (i.e. 23 November 2011 in case of the Division of the Company). In relations between solidary debtors, only persons to whom obligations are assigned by the division plan are obligated persons. A company participating in a division to whom obligations are not designated by the division plan shall be liable for the obligations of the company being divided if such obligations become due within five years after entry of the division in the Estonian Commercial Register. The above means that the Company is jointly and severally liable for the obligations transferred to AS Domina Vacanze Holding to the extent such obligations become due and payable within five years as of the registration of the Division (i.e. until 23 November 2016). The maximum potential liability of the Company for the obligations transferred to AS Domina Vacanze Holding is EUR 8,957 thousand, of which EUR 6,844 thousand are obligations arising from the convertible bonds of the Company that were split in the course of the Division. However, should the Company perform any such obligation it will have a right of recourse against AS Domina Vacanze Holding. In addition, on 30 September 2011, owners of convertible bonds issued by the Company delivered to the Company a waiver, whereby they waived their claims against the Company arising from the convertible bonds issued by AS Domina Vacanze Holding as a result of the split of Company's convertible bonds that was carried out in relation to the Division. However, it cannot be excluded that after the disposal of the convertible bonds of AS Domina Vacanze Holding, the Company may be required to satisfy claims of respective bondholders that they have against AS Domina Vacanze Holding arising from the convertible bonds.

**Real estate developer's liability**

The Group Companies as real estate developers may under Estonian, Latvian and Lithuanian laws be held liable towards their clients *inter alia* for construction defects (quality of works and materials) and legal defects (such as restrictions of use, third party rights, restrictions deriving from planning, etc.) of the properties sold.

Estonian law allows claims connected to the deficiencies in buildings to be made against the seller of a land unit under general rules of statute of limitations for an extended period of 5 years (the general limitation period for contractual claims is 3 years). The law provides for the possibility of agreeing upon a shorter claims period in a sales contract. Latvian law allows making claims related to the deficiencies in buildings against the seller for 2 years as from conclusion of sales contract. Lithuanian law allows making claims related to the deficiencies in buildings against the contractor for the following periods: (i) 5 years for open works (e.g. visible works, such as roof, windows, doors, facade, walls), (ii) 10 years for hidden works (i.e. works, which require specific assessment, such as engineering networks, insulation, etc.) and (iii) a certain period of time (usually between 1 and 5 years) specified

by the producer for any installed items (heating, electricity systems, etc.). However, in case of bankruptcy of Lithuanian contractors, such claims would be directed towards the real estate developer.

The Group seeks to cover its exposure for warranty claims mainly by requiring the main contractor of the project to obtain insurance cover against all construction risks for the whole duration of the project. Such insurance must be made for the benefit of the financier of respective project (the bank), respective Group Company and, if relevant, other Group Companies. However, having such insurance in place may prove to be not sufficient. The contractors and subcontractors of the Group, to whom the warranty liability is passed, may lack of adequate financial means to fully indemnify the Group. Additionally, losses may arise if some risks are not adequately addressed in the insurance policies or indemnity arrangements of the Group. If the Group's exposure to risks arising from design and construction liabilities cannot be effectively covered it could lead to substantial costs and potentially cause to substantial losses to the Group. Not to mention that defects in construction and design and the related liability of the Group may also damage the reputation of the Group and further lead to an adverse effect on the business and financial conditions of the Group. With the Group choosing to be a developer rather than a construction company, it faces additional risks of reduced control and timing of the projects, which might be impacted by possible delays from subcontractors, or their non-performance. This could lead to an adverse effect on the Group's business, results of operations and financial condition.

**Financial assistance rules**

The Group Companies have concluded several intra-group loan agreements. The applicable laws set forth limitations and restrictions on certain intra-group transactions, e.g. upstream loans. For example Estonian law permits to provide an upstream loan to a parent company only if the provision thereof is not detrimental to the financial standing of the lending subsidiary and does not impair the interests of its creditors. A violation of such limitations and restrictions could result in the invalidity of respective loan agreement, which would mean that the lending subsidiary may immediately demand repayment of the amounts lent. This could adversely affect the business, results of operations and financial conditions of the Group.

Latvian law prohibits a parent company as a dominant undertaking to use its influence in order to induce a subsidiary as a dependent company concluding transactions disadvantageous to it without compensating incurred losses during the financial year or granting a subsidiary rights of claim against a parent company. A subsidiary shall prepare a dependency report for each financial year indicating all the transactions of a subsidiary with a parent company or other Group companies, as well as the transactions concluded by a subsidiary in the interests of such companies or as a result of an inducement, indicating in particular the transactions, which are completely or partially disadvantageous or which involve a special risk for a dependent company or, which differ substantially from the entrepreneurial activities normally carried out. A parent company and its management, who have induced a subsidiary to enter into a transaction disadvantageous to it, shall be jointly liable for the incurred losses. The management of a subsidiary shall be jointly liable along with a parent company and its management for failure to indicate a disadvantageous transaction in a dependency report or failure to indicate in such report that losses have been caused to a subsidiary and that compensation for such has not in fact been made.

In Lithuania certain restrictions apply to intra-group loans, i.e. interest in respect of such loans must be equivalent to an arm's length price and the loan amount may not exceed the company's equity more than at a ratio 4:1. If the loan exceeds the indicated ratio, interest charged on the part of the loan exceeding the relevant ratio may not be recorded as allowable deductions.

German law allows upstream loans by a German limited liability company to shareholders if the upstream loans do not violate the capital maintenance rules. Pursuant to such capital maintenance rules, upstream loans may not be granted to the extent that the funds are needed to maintain the company's registered share capital unless a domination or profit and loss pooling agreement within the meaning of Section 291 of the German Stock Companies Act (*Aktiengesetz*) has been concluded or the company's claim for repayment of the loan is of full value and has been granted at arms' length terms. The shareholder of a German limited liability company also incurs a liability if he induces the company to take actions that may lead to the insolvency of the company.

**Risks relating to the Group's Industry**

**Developments in the macroeconomic environment affect Group's business**

Real estate development tends to follow the general developments in the macroeconomic environment. Interest rates, unemployment, inflation, private consumption, capital expenditure and other macroeconomic indicators have significant influence on real estate developments and hence the operations and the potential profitability of the Group.

Favourable developments in the macroeconomic environment increase demand for residential properties, allow the real estate companies to increase rent rates of retail properties and prices for accommodation in hotels. Adverse developments increase pressure on real estate prices, rent rates and yields. Hence the Group's results are dependent on general macroeconomic environment and adverse developments in the environment might lead to reconsideration of some of the Group's development plans, negative pressure on prices and rents of the Group's properties or other changes in relation to the Group's properties that might have a material adverse effect on the Group's business, results of operations, financial condition and profitability.

**Cyclicity of the real estate sector affects Group's business**

Real estate development is a cyclical sector. The number of real estate related transactions fluctuates significantly depending on the stage of the real estate cycle. Cyclicity in the Baltic countries has been relatively high lately as a fast growth in prices fuelled by availability of cheap financing was followed by a steep decline as a result of financial crisis.

In the future the Baltic real estate market might regain the lost momentum, again inflating the price levels, which might be followed by overheating of the market and downward pressure on the prices thus starting the next real estate cycle.

**Illiquidity of real estate**

Most of the investments that the Group has made in its real estate portfolio are relatively illiquid and sales of those properties might be time consuming. Recent relatively low activity in the Baltic real estate market further increases the illiquidity related risks. In case the Group's liquidity is adversely affected, the Group might not be in position to liquidate its investments promptly and/or on favourable terms and conditions.

Ownership of premium properties in the Baltic capitals partially mitigates this risk. However, relative illiquidity of real estate properties might have a material adverse effect on Group's business, results of operations, financial condition and profitability.

**Competition**

The Group is operating in a competitive environment with high number of other companies engaged in the real estate development in the Baltic States. Even though market downturn in 2008-2010 has somewhat decreased the competitive pressure, there are still some relatively well capitalized competitors who can pursue development

projects (i.e. to commence constructing and to proceed with the announced projects, as well as to implement new projects) that might compete with the Group's developments.

Recent increase in real estate market activity and improved availability of financing has had a positive effect on some of the Group's competitors who have started the development of some of the projects in their portfolios. Recent pick-up in market activity has also increased the interest of some of the international investors in the Baltic real estate increasing the risk that some of the competitive projects will obtain the necessary funding.

Sales of seized relatively recently developed properties by some of the commercial banks in the Baltic States might also compete with the Group's developments.

Profitability of Group's future developments and new acquisitions can be significantly impacted by increase of renovation and construction costs if competitors will pursue their developments. Additionally, if competitors will commence intended and announced projects the competition for tenants and marketing related costs will also increase.

All of the above aspects related to the competitive landscape of the Group's industry might have an adverse effect on the Group's business, results of operations, financial condition and profitability.

**Changes in customer preferences**

Real estate sub-markets where the Group is operating in (residential housing market, retail property market, hotel market) are subject to changing customer trends, demands and preferences, which may further vary, depending on economic factors, as well as customer preferences for the style of developments. Such risks and potential changes in customer preferences are continuously assessed by the Group at different phases of a project. In case changes in customer preferences or other potential threats to the profitability of a project are found, adjustments are made to the project outline to the extent possible in respective phase of the project, in order to meet the new market expectations. This however does not assure that such changes will always be recognised and adaptations to existing or planned developments will be made in timely fashion to suit such changes in customer preferences. Should customer preferences cease to favour the Group's developments, it could have an adverse effect on the business, results of operations and financial condition of the Group.

**The Group is exposed to the credit risks of its customers and suppliers**

The Group's financial performance and position are dependent, to a certain extent, on the creditworthiness of its customers and suppliers. If there are any unforeseen circumstances affecting the Group's customers' and/or suppliers' ability or willingness to pay, the Group may experience payment delays or non-payment. Each of these factors may have a material adverse impact on the Group's operations, prospects and financial results.

**Political, Economic and Legal Risks**

**Risks relating to doing business in the Baltic States**

Compared to more mature markets Estonian, Latvian and Lithuanian markets as emerging markets are subject to greater risks, including legal, economic and political risks. During the two decade transition period from planned economy to market economy Estonia, Latvia and Lithuania have experienced significant political, legal and economic changes and liberalization.

In relation to their accession to the European Union, Estonia, Latvia and Lithuania have implemented significant social and economic changes and reformed their legal and regulatory framework. This has resulted in considerable increase in the volume of Estonian, Latvian and Lithuanian legislation and other regulations. And the volume will increase further due to the obligation to apply European Community law.

The civil codes and corporate, competition, securities, environmental and other laws having close connection with doing business have been significantly revised during the period of Estonia's, Latvia's and Lithuania's transition to a market economy and in order to meet EU requirements and standards. There is still little court practice about the new legislation and no clear administrative or judicial practice has evolved.

**The rights of shareholders of Estonian companies may differ from the rights of the shareholders of companies organised in other jurisdictions**

The Company is organized under the laws of Estonia and consequently the rights of the Company's shareholders are governed by the laws of Estonia and by the Company's Articles of Association. Accordingly, the Company's corporate structure as well as the rights and obligations of its shareholders may be different from the rights and obligations of the shareholders of companies organised in other jurisdictions. Estonian regulations may provide shareholders with particular rights and privileges which could not exist in other jurisdictions and, *vice versa*, certain rights and privileges that shareholders may benefit from in another jurisdiction may not be available in Estonia.

The exercise of some of the shareholders' rights in the Company could be more complicated or expensive for investors from other countries than the exercise of similar rights in their country of residence. Resolutions of the General Meeting of Shareholders may be adopted with majorities different from the majorities required for adoption of equivalent resolutions in companies organised in other jurisdictions. Rectification of the Company's registers and/or some corporate actions may require the approval of Estonian courts.

**Court judgements against the Company and the Group, other than the judgements rendered by Estonian courts, may be more difficult to enforce than if the Company and its management were located in that respective country**

The Company was formed in accordance with the Estonian laws and its registered office is in Estonia. The majority of the assets of the Group are located in Estonia and the majority of the management personnel working for the Group reside in Estonia. For this reason the investors other than the investors located in Estonia, may encounter difficulties in serving summons and other documents relating to court proceedings on any of the entities within the Group and/or the management personnel working for the Group. For the same reason it may be more difficult for these investors to enforce a judgment of the Estonian court issued against any entities within the Group and/or the management personnel working for the Group than if those entities and/or the management personnel were located in that respective country.

**Risks related to Estonian tax regime**

According to current Estonian corporate income tax regime income tax is deferred until distribution of profits. Profit distributions are subject to income tax of 21/79 of the net amount of distributed profits. Change of Estonia's current corporate taxation policy has from time to time been subject to political discussion. However, today it is impossible to assess whether or when such change may occur. Changing of Estonian corporate taxation policy could have a material adverse effect on business, results of operations and financial condition of the Group.

**Unfavorable changes in Latvian tax regime may have material adverse influence on the Group**

The Group Companies are subject to the following taxes in Latvia: VAT, social security contributions, personal income tax, corporate income tax and real property tax. According to the Tax Policy Strategy for 2011-2014 set by the Latvian Ministry of Finance, no additional tax load should be imposed on tax payers in Latvia within the period until 2014 (including), except for potentially moderate increase in real property tax. At the same time, the effective personal income tax charge may be reduced by increasing the tax-exempt ceiling. However, there could be no

assurance that the tax policy in Latvia would not change in a manner having adverse effect on the Group's business and financial results.

Moreover, the Group is subject to continuous examinations and audits by the Latvian tax authorities. While the Group regularly evaluates its compliance with tax legislation and uncertain tax positions, any adverse outcome from such continuous examinations may have adverse effect on Group's operating results and financial position. All above mentioned factors may have material adverse effect on the Group's business, operations, financial position and financial results.

**Risks related to possible amendments of Lithuanian tax regime**

Periodically Lithuanian politicians discuss the revision of tax burden between capital and labour; however, currently no amendments of respective tax laws have been initiated and it is not possible to assess whether and/or when any such amendments may occur. It is likely that the risk related to the amendments of tax laws may increase after the Parliamentary election in Lithuania in the autumn of the current year.

**Risks related to German tax regime**

The German Group Companies are in general subject to taxation in Germany, in particular with respect to corporate income tax, trade tax (*Gewerbesteuer*), VAT and land tax and local taxes (where applicable). In addition, the German Group Companies have to pay wage tax and social security contributions with respect to wage payments to their employees and may have to pay withholding tax on dividends distributed to their shareholders. The taxation with respect to these taxes and contributions may be subject to changes due to the amendment of (tax) laws, (the change of) court decisions and the interpretation of tax laws by the German tax authorities. These changes may have adverse effects on the German Group Companies' business and financial results.

**Increased cost of complying with laws, government regulations and policies**

It cannot be assured that no new regulations or fiscal or monetary policies, or amendments to existing regulations, will be implemented by the governments in the Group's core markets. Substantial amendments to the existing regulations or implementing of any new regulations could result in significant additional costs for the Group, which the latter may not be able to pass to its customers. Thus any significant amendment to the existing regulations or implementing of any new regulations could impose restrictions on the operations of the Group which could further have a material adverse effect on the Group's business, results of operations and financial condition.

**Eurozone risk**

Recent turmoil related to some of the Eurozone economies may affect the Company's operating environment, either directly or indirectly through common currency and monetary policy changes. Prolonged and deep national budget deficits may adversely impact all the area's attractiveness, including Eurozone candidate countries such as Latvia and Lithuania which are operating under the ERM II mechanism. Full or partial collapse of the Eurozone might have a material impact on the Company's business.

**Interest rate risk**

The interest rates of the loans taken by the Group from credit institutions are based on the EURIBOR base rate, which is determined as of the quotation date occurring periodically after the date of the relevant loan agreement. Increases in EURIBOR will lead to a corresponding increase in the financial costs of the Group.

Lending rates affect the activity of real estate market and high interest rates usually reduce the demand for real estate. Low demand in turn can adversely affect the value of Group's properties and, consequently, the Group's revaluation gains. Comparisons of potential losses arising from interest rate fluctuation against the cost of hedging are regularly and continuously being made by the Group. In such comparisons the hedging expenses tend to exceed the potential losses arising from interest rate fluctuations, therefore there have been no hedging in majority of case in Group's practice.

**Currency exchange risk**

The revenue of the Group is primarily denominated in EUR, LVL and LTL, while the expenses of the Group are primarily denominated in EUR. Fluctuations in foreign exchange rates can have a significant impact on the valuation gain accounted for in the income statement year by year. In addition to that potential fluctuations in currency exchange rates can have an impact on the demand for the Group's properties, its availability of financing, costs of construction works and other aspects of the Group's operations. The main currency risk for the Group is that the rate at which these currencies are pegged to the EUR changes or that any of these currencies ceases to be pegged to the EUR. The Group is not engaged in exchange rate hedging activities, and thus is exposed to currency exchange risk.

Any devaluation or revaluation of LVL or LTL may have negative consequences for the economies of the Group home markets as a whole and may have a material adverse effect on the financial condition and results of operations of the Group.

**Pegged currency may have adverse impact on Latvian economy and therefore materially adversely influence the Group**

Since May 2005 Latvia has been part of the ERM II and committed to observe a central exchange rate of LVL 0.702804 to EUR 1.00 with a fluctuation band of  $\pm 15\%$ . However, Latvia unilaterally maintains a 1% fluctuation band around the central rate. The fact that LVL is pegged to EUR could have material adverse effect on the Latvian economy. Namely, pegged currency limits the self-regulatory mechanisms of the economy. For example, during financial turmoil substantial amounts of investments are withdrawn from developing countries (such as Latvia), what causes depreciation of local currency. Although, depreciation of local currency increases the trade competitiveness of the country (by fuelling exports), and therefore softens the impact and economic consequences of the financial turmoil, countries with pegged currency cannot rely on above mentioned self-regulatory mechanisms and therefore could be struck by the financial turmoil in more severe way. Therefore, during any financial turmoil the Latvian economy may have limited ability to recover due to peg between LVL and EUR. Any potential turmoil in economic conditions in Latvia, over which the Group has no control, could significantly affect the Group's business, prospects, financial conditions and results of operations in a manner that could not be predicted.

**Pegged currency may have adverse impact on Lithuanian economy and therefore materially adversely influence the Group**

Since June 2004 Lithuania has been part of the ERM II and committed to observe a central exchange rate of LTL 3.4528 to EUR 1.00 with a fluctuation band of  $\pm 15\%$ . However, Lithuania unilaterally maintains a 0% fluctuation band. The fact that LTL is pegged to EUR could have material adverse effect on the Lithuanian economy. Namely, pegged currency limits the self-regulatory mechanisms of the economy. For example, during financial turmoil substantial amounts of investments are withdrawn from developing countries (such as Lithuania), what causes depreciation of local currency. Although, depreciation of local currency increases the trade competitiveness of the country (by fuelling exports), and therefore softens the impact and economic consequences of the financial turmoil, countries with pegged currency cannot rely on above mentioned self-regulatory mechanisms and therefore could be struck by the financial turmoil in more severe way. Therefore, during any financial turmoil the Lithuanian economy may have limited ability to recover due to peg between LTL and EUR. Any potential turmoil in economic condi-

		<p>tions in Lithuania, over which the Group has no control, could significantly affect the Group's business, prospects, financial conditions and results of operations in a manner that could not be predicted.</p>
D.3	Key risks that are specific to the Shares	<p><b>The Shares may be illiquid and an investor purchasing any Shares may not be able to sell those Shares at or above respective purchase price</b></p> <p>As at the date of the Prospectus the Shares are not traded on a regulated market. An application has been made to NASDAQ OMX Tallinn AS for the Shares to be admitted to trading on the Regulated Market. However, active trading market for the Shares may not emerge, develop or sustain after the Admission to Trading due to relative illiquidity of the Regulated Market or any other reason.</p> <p>Illiquidity of the Shares may not enable an investor to sell the Shares as quickly as or on terms and conditions favourable to or intended by such investor. An investor purchasing any Shares may not be able to sell those Shares at or above respective purchase price.</p> <p>The price of the Shares may be volatile and may fluctuate significantly in response to numerous factors including <i>inter alia</i> (i) actual or anticipated fluctuations in Group's quarterly and annual results and those of Group's publicly-held competitors, (ii) industry and market conditions, (iii) changes in laws and regulations, (iv) shortfalls in the operating results of the Group from levels forecasted by securities analysts; (v) announcements concerning the Group or its competitors; (vi) global and regional economic conditions and/or the performance of global or regional markets, (vii) the general state of securities markets, (viii) issuance or offer for the sale of significant number of Shares (e.g. up to 4,025,758 new Shares that the Company may need to issue in the course of conversion of the convertible bonds issued by the Company) and (ix) other factors. Many of these factors may be beyond the Company's control.</p> <p><b>The trading in Shares on the Regulated Market may be suspended or terminated</b></p> <p>If the Company will fail to comply with certain requirements or fulfil certain obligations arising from the laws of Estonia or the rules adopted by NASDAQ OMX Tallinn AS and applicable to the Regulated Market, the trading in Shares on the Regulated Market may be suspended or terminated. Further, the Company may apply for the suspension or termination of trading in Shares on the Regulated Market. There is no guarantee that the trading in Shares will never be suspended or terminated. This could decrease the liquidity of the Shares and affect the ability to sell the Shares at a satisfactory price by the Investors. Although it is the Company's intention to make all endeavours in order to comply with all applicable regulations to avoid suspension or termination of trading in Shares on the Regulated Market, future suspensions or termination cannot be fully excluded. The Share price may be adversely affected by any suspension or termination of trading in the Shares on the Regulated Market.</p> <p><b>The Company may not pay dividends</b></p> <p>The Company may not be able to pay dividends in the future. The declaration and payment by the Company of any future dividends and the amount thereof will depend <i>inter alia</i> on the Company's financial conditions, results of operations and availability of funds that can be paid as dividends. The payment and the amount of any dividend will be subject to the discretion of the General Meeting of Shareholders of the Company and will depend on available cash balances, anticipated cash needs, results of operations and financial condition of the Group and any financing agreement restrictions binding the Company as well as other relevant factors.</p> <p><b>The shareholders may not be able to exercise preferential right to subscribe for new Shares and may face dilution as a result</b></p> <p>Pursuant to the Estonian Commercial Code, shareholders of a company have generally the preferential right to subscribe for new shares in proportion to their existing shareholding. However, such preferential right can be barred by a resolution of the General Meeting of Shareholders by a majority of 3/4 of the votes represented at such General Meeting of Shareholders. As a result of an issuance of additional shares with exclusion of preferential right to subscribe for new Shares, the shareholding and voting rights in the Company and the earnings per Share may be diluted.</p> <p>In addition, if the above-referred pre-emptive rights are not barred, shareholders of certain jurisdictions, e.g. the United States, may not be able to exercise preferential right to subscribe for new Shares unless certain actions are taken in those jurisdictions or an exemption is available therefrom. The Company is unlikely to take the above-referred actions and exemptions therefrom may not be available for certain shareholders.</p> <p>If a shareholder is unable to exercise preferential right to subscribe for new Shares, such shareholder's shareholding may be diluted as a result.</p> <p><b>Holding of Shares in a nominee account</b></p> <p>Shares may be held in a nominee account. Pursuant to the Estonian law, any Shares held in a nominee account (including Shares that are held via custodians of the Latvian Central Depository and the Lithuanian Central Depository, which are held in the ECRS in the nominee accounts of the Latvian Central Depository and the Lithuanian Central Depository) shall be considered as the Shares legally owned by the owner of the nominee account. This could result for the investors holding Shares in a nominee account in deprivation of certain rights or privileges as compared to the investors, who hold Shares in their own securities' account. This is in particular the case when changes are being made to the share capital of the Company or the Shares (e.g. while conducting reverse split of Shares or providing pre-emptive right to the shareholders while issuing new Shares), where the Company will treat all Shares held in a nominee account as held by one investor. Notwithstanding the above, the voting rights and rights to dividend and to other distributions attached to the Shares held in nominee accounts and ordinary securities' accounts are the same.</p> <p><b>Limited analyst cover</b></p> <p>The price and the Shares are partly influenced by analyst cover. If one or many analysts lower their ratings on Shares, it may result in lower price and liquidity of Shares. If one or many analysts end their coverage of Shares, it may result in smaller attention to the Company by investors, which again may bring about lower price and liquidity of Shares. There cannot be any assurance, which kind of analyst coverage the Company receives in the future.</p> <p><b>The transferability of Shares may be restricted by laws</b></p> <p>The Shares have not been registered in the United States under the United States Securities Act of 1933, as amended (the "<b>Securities Act</b>") or under any other applicable securities laws or any other jurisdiction. The transfer of Shares may be subject to restrictions set forth in such laws. The Company does not plan to apply for admission to trading of Shares on any regulated market other than the Regulated Market or otherwise create a public market in any jurisdiction. The Shares constitute "restricted securities" as defined in Rule 144(a)(3) under the Securities Act and are not freely tradable in the United States. The free transferability of the Shares may also be subject to the requirements from the laws of other jurisdictions.</p> <p><b>Turmoil in emerging markets could cause the value of the Shares to suffer</b></p> <p>Financial or other turmoil in emerging markets has in the recent past adversely affected market prices in the world's securities markets for companies operating in the affected developing economies. There can be no assurance that renewed volatility stemming from future financial turmoil, or other factors, such as political, that may arise in other</p>

	<p>emerging markets or otherwise, will not adversely affect the value of the Shares even if the Estonian economy remains relatively stable.</p> <p><b>Tax treatment for investors in an Estonian company may vary depending on tax residence of the investors</b></p> <p>The Company is a company established and existing under the laws of Estonia and as such the Estonian tax regime applies to distribution of profit and other payments from the Company to its shareholders. The taxation of incomes from such payments as well as other incomes, from the disposal of shares, may vary depending on tax residence of particular investors as well as on provision of double tax treaties with Estonia in force. Provisions applying to particular investors may be unfavourable or may change adversely.</p> <p>The Company's possible status as a passive foreign investment company (the "PFIC") for U.S. federal income tax purposes must be determined annually and therefore may be subject to change. The Company has not undertaken to make the analysis on an annual basis as to whether it is a PFIC. Therefore, U. S. investors should consider that they may have to make such an analysis on an annual basis. If the Company were to be a PFIC in any year materially adverse tax consequences could result for each U.S. holder of Shares (i.e. each beneficial owner of Shares that is (i) a citizen or resident of the United States for U.S. federal income tax purposes, (ii) a corporation, or other entity treated as a corporation, created or organized under the laws of the United States of any State thereof, (iii) an estate the income of which is subject to U.S. federal income tax without regard to its sources or (iv) a trust if a court within the United States is able to exercise primary supervision over the administration of the trust and one or more U.S. persons have the authority to control all substantial decisions of the trust)).</p> <p>Each investor may be subject to taxation outside Estonia and should therefore consult with its own tax adviser. There can be no assurance that any activities, which the Group may conduct at any time in the future, would result in the investor becoming subject to any further taxes.</p> <p>The Estonian legal persons do not pay corporate income tax on capital gains received from the sale or exchange of Shares until distribution. As a general rule, income tax is not charged on gains realized also by non-residents (whether legal persons or individuals). However, Estonian income tax is charged on the capital gain realized from the sale or exchange of Shares of a "real estate company" if the non-resident's holding exceeds 10%. A "real estate company" for these purposes is a company, contractual investment fund or other pool of assets of whose property, at the time of the transfer or during a period within 2 years before transfer, more than 50% was directly or indirectly made up of immovable properties or structures as movables located in Estonia. Therefore, should the Company be considered as a "real estate company", that would bring along the requirement to pay Estonian income tax on the capital gain realized from the sale or exchange of Shares by a non-resident, whose holding exceeded 10% of the share capital of the Company prior to such sale or exchange.</p> <p><b>Limitations on enforcing judgments against the Company</b></p> <p>Foreign judgements against the Company could be difficult to enforce.</p> <p>The Company is incorporated in Estonia. The recognition and enforcement of the judgments and other execution documents of member states of the European Union (except for Denmark) is subject to the restrictions and limitations set forth in Council Regulation (EC) No 44/2001 or Regulation (EC) No 805/2004 of the European Parliament and of the Council.</p> <p>The recognition and enforcement of the judgments and other execution documents of any other foreign country is subject to the restrictions and limitations set forth in the Estonian Code of Civil Procedure. A judgment of any such foreign countries is not recognised in Estonia <i>inter alia</i> if that judgement is (a) clearly contrary to the essential principles of Estonian law (public order), (b) the decision is in conflict with an earlier decision made in Estonia in the same matter between the same parties or if an action between the same parties has been filed with an Estonian court; (c) in conflict with a decision of a foreign court in the same matter between the same parties which has been earlier recognised or enforced in Estonia; (d) in conflict with a decision made in a foreign state in the same matter between the same parties which has not been recognised in Estonia, provided that the earlier court decision of the foreign state is subject to recognition or enforcement in Estonia. Such judgement is not recognised in Estonia also in case the defendant was unable to reasonably defend the rights thereof or the court which made the decision could not make the decision in compliance with the provisions of Estonian law regulating international jurisdiction.</p>
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#### Section E – Offer

<i>Element</i>	<i>Title</i>	<i>Disclosure</i>
E.1	Total net proceeds. Estimate of total expenses of the offering (including estimated expenses charged to the investor)	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.
E.2a	Reasons for the offering / Use of proceeds / Estimated net amount of proceeds	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.
E.3	Terms and conditions of the offering	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.
E.4	Interests material to the offering / Conflicting interests	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.
E.5	Name of the person or entity offering to sell the security. Lock-up agreements: parties involved; period of lock-up	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading. No lock-up agreements existing.
E.6	Immediate dilution. Amount and percentage of immediate dilution if Existing Shareholder not Subscribing during offering	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.
E.7	Estimated Expenses charged to the Investor by the Company	Not applicable: no Shares are offered or will be issued. Only existing Shares are going to be admitted to trading.

## PART II. RISK FACTORS

*Investment in the Shares involves a high degree of risk. Prospective investors should consider carefully, among other things, the risks set forth below and the other information contained in this Prospectus prior to making a decision to invest in the Shares. Any of the risks highlighted below could have a material adverse effect on the Group's business, financial condition and result of operations, in which case the trading price of the Shares could decline, resulting in the loss of all or part of their investment in the Shares. A potential investor who is in any doubt about the action it should take should consult a professional adviser who specialises in advising on the acquisition of shares and other securities.*

*Prospective investors should note that the risk factors described below are not intended to be exhaustive and are not intended to be presented in any assumed order of priority. Additional risks and uncertainties not currently known to the Group or that the Group currently considers immaterial may also have the effect set forth above.*

### 1. RISKS RELATING TO THE GROUP'S BUSINESS

#### **The Group is exposed to various risks due to long duration of real estate development projects**

The core business of the Group is real estate development. The process of real estate development usually lasts several years. As a result, the Group's business is exposed to various risks. The Group's business, results of operations, financial condition and profitability of the Group may be adversely affected *inter alia* by any of the following:

- macroeconomic environment, market conditions and other similar circumstances, which are not under control of the Group may change over the time causing the development costs exceeding and/or the income being lower than expected or estimated;
- the Group may not be able to duly perform its obligations (e.g. obligations under financing and other agreements) due to changed circumstances;
- the laws and regulations applicable to the Group may be amended;
- the detailed plan, intended use of the property or other conditions vital for the development activities may be changed over the time and the Group may not be able to sufficiently influence the outcome of such changes.

#### **The Group may not be able to acquire real estate for the development on acceptable terms**

The Group owns significant amount of properties that could be developed by it. Please read Section 6 (*Projects and Properties*) of Part IX (*Business*). However, if the Group needs to acquire additional real estate for the development, it needs to acquire such real estate on a timely basis and for acceptable terms. The Group may not be able to successfully acquire such properties on acceptable terms due to various reasons (including *inter alia* increased competition in the relevant real estate sub-markets etc.). Failure to acquire real estate could have a material adverse effect on the Group's business, results of operations and financial condition.

#### **The Group may not be able to obtain suitable detailed plan, necessary permits and other approvals**

In order to develop real estate, detailed planning must have been adopted for respective land unit specifying *inter alia* the intended use(s) of the land unit, the maximum permitted number of buildings thereon, the maximum area to be occupied by the buildings and the maximum permitted height of the buildings. Valid building permit must have also been issued in order to start constructing. The Group may also need to acquire certain other permits and authorisations in order to start constructing buildings and other structures on the land units. In addition, the Group may need permits for demolition of the existing constructions located on the acquired land units. If the demolition is not permitted or its end materials (e.g. containing hazardous substances) need specific handling, it will require additional monetary resources from the Group.

The process for obtaining suitable detailed plan, building permit and other necessary permits and authorisations is subject to detailed rules and procedures set forth in laws and may take several years

(the length of such process cannot be precisely predetermined and may become significantly longer than expected). In addition, significant costs relate to such process, which the Group must bear while applying for the detailed plan or necessary permits or authorisations. Even if the Group applies for the detailed plan or other permits or authorisations necessary for its development activities, it may not be able to obtain detailed plan or permits or authorisations that are suitable for planned developments of the Group (e.g. the detailed plan may enable to construct less buildings or smaller building than expected by the Group). Further, the Group must bear such costs irrespective of the outcome of respective proceedings.

The Group does not have necessary confirmed detailed planning to start developing Kalaranna Residential Complex and Kliversala Residential Complex. In order to develop planned properties, the Group will also need to obtain several building permits and other authorisations. Please also read Section 6 (*Projects and Properties*) of Part IX (Business) for further information.

As a result, the Group may not be able to obtain detailed planning, building permits or the permits or authorisations that would enable the Group to develop real estate pursuant to its plans. Further, obtaining of any such plan, authorisation or permit may take longer than expected by the Group. In addition, adopted detailed plan or other permit or authorisation may be amended, while the Group does not consent thereto. If the Group does not obtain any such plan, authorisation or permit in due time or on terms and conditions suitable for its planned development activities or if any such plan, authorisation or permit has any defects or is amended, that could have a material adverse effect on the Group's business, results of operations or financial condition.

#### **Properties of the Group may be expropriated in the public interests**

In case the land that the Group has acquired is needed for public purposes (e.g. for road construction), the state or the municipality may acquire the land in question from the Group for compensation that may not be lower than the usual value of the land. However, such compensation may not be sufficient to cover all the damage caused to the Group. Expropriation of any of the Group's properties could have a material adverse effect on the Group's business, results of operations or financial condition.

#### **Dependency on small number of large projects increases Group's exposure to risks of each project**

The Group plans to develop a rather small number of large projects. The Group's planned development projects will be mostly carried out in Tallinn, Riga or Vilnius. Please also read Section 6 (*Projects and Properties*) of Part IX (Business) for further information. Concentration on small number of projects could increase the volatility of the Group's results. Further, such concentration also increases Group's exposure to risks relating to (a) each of the Group's development projects; or (b) the property markets in Tallinn, Riga and Vilnius. Failure to complete any of Group's planned development projects (e.g. failure to comply with planned budget and/or complete the development in planned schedule) could have a material adverse effect on the Group's business, results of operations or financial condition.

Two out of three near term developments, i.e. Peterburi Rd. Shopping Centre and Tondi Quarter are located in Tallinn, Estonia, and represent approximately 42% of the appraised real estate portfolio of the Group. Estonian macroeconomic indicators have historically been comparatively more stable than those in Latvia and Lithuania. However, that does not guarantee such conditions in the future. Any instability in Estonian macroeconomic indicators could therefore have a material adverse effect on the Group's business, results of operations or financial condition.

#### **Long duration of projects may result in inaccuracy of the forecasts**

The Group develops its properties on the basis of business plans elaborated for respective properties. Such plans are inter alia based on forecasts of future circumstances. Long duration of the projects aggravates forecasting future costs, income, prices, necessity for financing and its availability and other similar circumstances relating to development projects. If the Group's forecasts are inaccurate, that could have a material adverse effect on Group's business, results of operations, financial condition and profitability.

#### **The value of the properties in the Appraisal Report differ from their values in the Financial Statements and the value of Group's properties may decrease in the future**

In total 11 properties have been valued in the Appraisal Report with investment value of EUR 180.0 million (10 properties located in Estonia, Latvia and Lithuania were valued in April 2012 at EUR 172.5



million and one project in Germany was valued in June 2012 at EUR 7.5 million). Please read the Appraisal Report, which is incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)). The Appraisal Report appraised the investment value of such properties. Respective properties are classified (booked) in the Financial Statements as (a) inventories, which are valued at acquisition cost or (b) either as tangible assets or investment property, which are valued at fair value. Further, the investment values of such properties have been appraised based on techniques and methodologies, which differ from the ones used in the Financial Statements. Therefore, the values of such properties as booked in the Financial Statements significantly differ from their investment value as indicated in the Appraisal Report.

Investment value has been appraised by Newsec on the basis of various assumptions. Any change in the actual circumstances as compared to the used assumptions could result in inaccuracy of the appraised investment value of the Group's properties. Relevant property values may change over the time. Therefore, any valuation at a later date could result in change in the investment value as compared to the investment value reflected in the Appraisal Report.

Notwithstanding the foregoing, the Company confirms that (a) to the best of Company's knowledge and belief, the information, assumptions and documentation, which were given to Newsec by the Company, were correct and complete and (b) there have been no material changes to the properties valued pursuant to the Appraisal Report as from the date of their valuation. However, each investor should note that if any of the risks described herein will realise, that could result in the decrease of the investment value or market value of the Group's properties. The reasons for such decrease may be beyond the control of the Group.

#### **The Group may not have sufficient insurance cover or specific reserves for indemnifying damages**

The Group has obtained insurance against various damages and losses. Please read section 11 (*Insurance*) of Part IX (*Business*). However, insurance coverage is subject to limits and limitations and various risks (e.g. certain natural disasters and terrorist acts) are not covered by insurance for various reasons (e.g. because such risks are uninsurable or the cost of insurance is, according to Management Board's belief, too high when compared to risk). The Company believes that its insurance is in line with standard industry practice. However, such insurance may not be sufficient to fully compensate the Group against its all losses. For example, if the insurance is adequate to cover Group's direct losses, the Group could be adversely affected by loss of earnings caused by or relating to its properties. The occurrence of any of the above referred harmful effects or insufficient insurance coverage

- could result in loss of invested funds and future income and creation of additional obligations and liability for the Group; and
- may have a material adverse effect on the business, results of operations, profitability and financial conditions of the Group.

The Group does not also maintain separate funds nor does it set aside reserves for the above-referred types of events.

#### **The Group relies on third party building contractors**

The Group relies on third party building contractors. If the Group cannot enter into design and construction agreements with third party building contractors at acceptable terms or cannot agree on reasonable amendments to concluded construction and design agreements or the building contractors breach such agreements or its obligations under mandatory requirements of law, including requirements which are pre-condition for validity of construction permit (such as – continuous constructor's liability insurance policy during all term of validity of construction permit), for any reason whatsoever, the Group may be required to incur additional costs or suffer losses or lose planned income. Any such breach may also result in delay in the completion of relevant development project. Any such event could have an adverse effect on Group's business, results of operations, financial condition and profitability.

Furthermore, pursuant to Lithuanian law, in case of a bankruptcy or liquidation of the contractor, the developer of the real estate project would be held liable against purchasers of the real estate for any defects that emerge during guarantee period in case of default of the contractor. Guarantee period for the buildings under the applicable Lithuanian laws is 5 years for open works (e.g. visible works, such as roof, windows, doors, facade, walls) and 10 years for hidden works (i.e. works, which require specific assessment, such as engineering networks, insulation, etc.) and a certain period of time

(usually between 1 and 5 years) specified by the producer for any installed items (heating, electricity systems, etc.). Thus, in case of bankruptcy or liquidation of any Lithuanian building constructors of the Group Companies, they may be held liable as indicated above, which may have a material adverse effect on the results of operations and financial condition of the Group. Currently, only the main contractor of the first stage of the real estate project at Aguonu str., Vilnius, Lithuania, which has been implemented by PK Invest UAB, is bankrupt and was liquidated. The contractor has performed almost all main construction works of the mentioned real estate project.

**The Group will not be able to develop its projects according to its plans if it fails to raise additional capital or service outstanding indebtedness**

The Group operates in capital intense industry and needs substantial working capital to support acquisition and development of properties. Therefore, if internally generated cash flow or cash flow received from sales of developed real estate is different than anticipated or money available from either local or global lenders is under liquidity pressures, it could have a material adverse effect on the business, results of operations and financial conditions of the Group.

On 27 August 2012, the Company started the public offering of new Shares of the Company pursuant to the offering and listing prospectus, dated 22 August 2012 and cancelled on 10 September 2012 (the “Offering”). The Offering was directed to public of Estonia, Latvia and Lithuania and to qualified investors in and outside of Estonia, Latvia and Lithuania. On 10 September 2012, the Company decided to cancel the Offering due to a lack of demand at the price level acceptable to the shareholders of the Company. Failure to issue new Shares at the price level acceptable to the shareholders of the Company indicates that the Company may not be able to raise equity capital for its planned development projects. Failure to raise equity capital may have adverse effect on Company’s ability to raise debt capital (bank loans, bond issues etc.). When attempting to raise additional capital, the Company will bear costs. Such costs must be borne even if respective attempt fails. For example the aggregate costs of the Company for the preparations and implementation of the Offering amounted to EUR 1.08 million even though no additional capital was raised. Please also read “Agreements relating to public offering of new Shares” under Section 9 (*Material Contracts*) of Part IX (*Business*) in respect of the Offering.

The Group has substantial indebtedness. As at 30 June 2012, the Group had EUR 20,673 thousand of consolidated long-term borrowings and EUR 6,898 thousand of consolidated short-term borrowings. Even despite of such indebtedness, in order to develop intended properties, the Group needs to raise capital (either debt or equity). Please also see Section 6 (*Projects and Properties*) of Part IX (*Business*) for further information on the planned sources of financing for the Group’s development projects. The projects need to be postponed if the Group fails to raise necessary capital (e.g. if there is limited funding available on commercially attractive terms). Unless the Group manages to raise necessary capital, it will not be able to conduct its business as planned. The Group’s ability to raise additional capital and the terms and conditions thereof as well as the Group’s ability to make payments on its indebtedness are dependable on various factors, including factors that the Group cannot control (e.g. general economic and market conditions, financial, and business factors, etc). Existing indebtedness and need to raise additional capital also diminish the Group’s flexibility in planning its business and implementing its projects and place the Group at a competitive disadvantage relative to its competitors with less indebtedness.

If the Group will fail in servicing, refinancing or restructuring its indebtedness, it may need to sell its assets or raise additional capital. The Group may not be able to do that at terms that are favourable or acceptable to the Group. If the Group fails to raise necessary additional capital, it will not manage to implement its development projects pursuant to its plans. If the Group will fail to service, refinance or restructure its indebtedness or raise additional capital (either debt or equity), this could have a material adverse effect on the business, results of operations, profitability and financial condition of the Group.

**The Group must comply with various covenants arising from financing agreements. Any failure to do that may result in Group losing its rights to its assets**

The Group has raised external debt financing by borrowing from credit institutions pursuant to several financing agreements and by issue of convertible bonds. Such financing agreements set out various negative and positive covenants and requirements to obtain the lender’s consent for certain actions, including *inter alia* for further financing, providing security or creating charges over its assets, concluding lease, rental or other agreements with regard to encumbered assets granting rights to third persons, changes in the Group’s corporate structure, merging with another company, changes in the share capital of Group Companies, changes in Group Companies’ main areas of activity or in compe-

tence of the Management Board, making investments to other enterprises or transfer of business or part thereof. Some financing agreements of the Group Companies also set forth the obligation of the relevant Group Company to retain certain financial levels and ratios throughout the term of such agreements.

The financing agreements of the Group prescribe that if any of the positive or negative covenants are breached or if the consent of the lender is not obtained prior to a transaction as required, such violation constitutes a material breach and the lender may accelerate loan payments as well as use other remedies set out in the agreement or the law (for example, contractual penalty and/or compensation for damage). The financing agreements concluded by the Group Companies contain various additional events of default, including cross-default provisions, whereby the Group is exposed to default risks based on contract performance under other agreements with respective lender or with other creditors. In addition, pursuant to the financing agreements, it is an event of default if the borrower incurs significant additional financial obligations or if there is a change of control in the borrower without the prior consent of the lender.

In addition, the Group's financing agreements require the Group Companies to pledge their assets (including immovable property, shares of the subsidiaries and other assets). Most of the Group's immovable property has been encumbered with mortgages for the benefit of relevant lenders. Some pledges and mortgages secure also all existing and potential claims of the lender against other Group Companies. Failure to comply with financing agreements could result in the Group losing its rights to or ownership in the pledged assets or the Group being forced to sell such assets on unfavourable terms (e.g. for lower than market value and debt residual, thus still maintaining partial liabilities to the financiers for particular property).

Furthermore, certain Group Companies (including the Company) have issued guarantee letters whereby they have guaranteed the performance of the Group's obligations arising from the financing agreements. This allows the financial institution to demand performance under the financing agreement from the issuer of such guarantee (e.g. the Company), if the borrower fails to perform its duties under the financing agreement. As a result, the Group as a whole is exposed to risks related to failure by its subsidiary to perform its obligations arising from financing agreements. As at 30 June 2012 the total amount of the guarantees issued by the Group Companies (including the Company) was EUR 26,484 thousand. In addition, the Company has issued a guarantee to secure (jointly with Pro Kapital Eesti AS) possible claims against Täismaja AS arising from a loan contract. The guarantee letter is limited to maximum amount of potential claim. The guarantee is effective until 2 May 2017.

Moreover, certain loan agreements concluded by the Group Companies (e.g. PK Invest UAB) provide that all loans issued to the respective company by its shareholder and its related parties are subordinated to credit issued by the bank. According to the indicated agreements as well as according to the respective subordination agreements, certain Group Companies may not repay any part of the loan or interests to other Group Companies prior to repayment of the credit to which the intra-group loans have been subordinated. Consequently, these provisions limit the flow of funds among the Group Companies, which may have a material adverse effect on the financial condition of Group Companies or on the Group as a whole.

As at the date of this Prospectus financial institutions have not made any demands based on possible breaches of covenants. The Management Board believes that none of the Group Companies is breaching its obligations arising from the loan agreements.

Any failure to comply with financing agreements or any demand for early repayment made by a lender or any failure to receive permission by or waiver from any lender in relation to any action by the Group could have a material adverse effect on the Group's business, results of operations, profitability and financial condition.

### **The Company is dependent on cash flows from its subsidiaries**

The Company is a holding company, which conducts its business through its subsidiaries. The Company holds 100% interest in five main subsidiaries, which in return own 100% in 14 companies – seven in Latvia, one in Germany, two in Lithuania and four in Estonia, as well as 99% and 96% in two additional subsidiaries in Estonia and 70% of additional subsidiary in Latvia. Please also read Section 13 (*Structure of the Group and Subsidiaries*) of Part IX (*Business*). The Company itself does not own significant assets other than the investment into its subsidiaries. Therefore, in order to be able to pay dividends to its shareholders and meet its own obligations, the Company is dependent on the receipt of dividends from its subsidiaries.

Each of the Estonian, Latvian, Lithuanian and German laws set out capital maintenance and other relevant rules, which limit the Group Companies ability to pay dividends or make other distributions. According to Estonian law, a company may only pay dividends or make other distributions, if its current profits and retained earnings are sufficient for such distribution.

According to Latvian law, dividends may be declared only once per financial year by a decision of the annual General Meeting of the Shareholders on the division of profit based on the proposal of the Management Board on the distribution of profit. Dividends may not be determined, calculated and paid out, if the net value of the own funds of a company at the time of the end of the accounting year fall below, or as a result of this payment would fall below the total amount of the share capital of a company.

According to Lithuanian law, dividends may be declared by a decision of the General Meeting of Shareholders on the division of profit. Dividends may be paid for the financial year, in this case dividends shall be declared by a decision of the annual General Meeting of Shareholders based on the proposal of the Management Board on the distribution of profit. A decision to pay dividends for the financial year may not be adopted if the company has liabilities, which are overdue at the adoption of the decision regarding dividend payment, if the company suffers losses at the end of a respective accounting period, and if the owners' capital of the company is below or as a result of the dividend payment would fall below the total amount of the registered capital and reserves formed in the company. In addition, dividends may be paid for the period shorter than a financial year. In this case, the shareholders holding not less than 1/3 of all votes shall request payment of dividends and an interim financial statement shall be prepared. Decision to pay dividends for the period shorter than a financial year may not be adopted if the company has liabilities, which are overdue at the adoption of the decision regarding dividend payment or the company will be not able to fulfil its financial obligations for the current financial year, or if the company suffers losses at the end of a respective accounting period.

According to German law, German limited liability companies may pay dividends and make other distributions to shareholders only if the payments do not violate the capital maintenance rules. Pursuant to such capital maintenance rules, payments to shareholders may not be made to the extent that the funds are needed to maintain the company's registered share capital unless a domination or profit and loss pooling agreement within the meaning of Section 291 of the German Stock Companies Act (Aktiengesetz) has been concluded. Therefore, the Company's financial position is dependent on the subsidiaries' ability to pay dividends. Furthermore, the ability to pay dividends is also restricted by contractual covenants binding on the Group Companies.

### **The Group is exposed to the credit risk of its customers and other counterparties**

The Group is exposed to the credit risk. The Group is continuously monitoring the payment behaviour of its customers and other counterparties. Moreover, in addition to contractual monetary obligations, the counterparties may not be able to compensate the Group for the damages caused as a result of breaches of their non-monetary obligations. Such defaults by counterparties could *inter alia* result in the Group Companies defaulting under their other contracts and being obliged to pay compensation to their other counterparties without being respectively compensated by the counterparties that initially defaulted, which could have a material adverse effect on the Group's business, results of operations and financial condition.

### **Risk related to lease agreements**

The Group's lease agreements are divided into two categories: fixed-term lease agreements and lease agreements entered into for an unspecified term. The Group seeks to use both types of agreements, depending on the market situation and the properties in question.

Lease agreements entered into for an unspecified term involve nevertheless a risk that a large number of such agreements may be terminated within a short period of time. The Group aims at renewing the fixed term lease agreements flexibly in cooperation with its tenants. There are, however, no guarantees that the Group will be successful in this. In order to prevent tenants from terminating the lease agreements, the Group may also be forced to agree on the reduction of rent. The reduction of rent payable to the Group under a large number of lease agreements and/or concurrent termination of a large number of lease agreements could have a material adverse effect on the Group's business, results of operations and financial condition.

Currently lease agreements account for EUR 886 thousand, which forms relatively minor part of the total Group's revenues. Portion of lease related income is expected to increase significantly after the

completion of the Peterburi Rd. Shopping Centre, which at first is planned to be leased out and managed for stabilizing the rental cash flow, and thereafter sold once the conditions are favourable.

### **Contractual risks and legal proceedings**

A dispute may arise between the Group and its contractual counterparties on the interpretation or the validity of a contract or fulfilling of contractual obligations. Any of this can lead to arbitration or litigation with an unfavourable outcome for the Group. Among other things, any assets acquired or sold by the Group, including *inter alia* real estate, may have latent defects (e.g. pollution or latent defects in construction works etc.) which become apparent only after respective asset has been acquired or sold and this may lead to disputes between the Group and the contractual counterparty and the title to the Group's assets may be disputed as a result of defects therein or relevant contract. Application of provisional legal protection or measures for securing an action against the Group Companies in the course of a dispute may significantly impede the Group's business. Therefore, any of the above may also have an adverse effect on the financial condition and results of operations of the Group.

The Group may from time to time be involved in a number of legal proceedings, which may also have an adverse effect on business, results of operations and financial conditions of the Group. Currently there are several on-going legal proceedings. The most significant of the on-going legal proceedings is the claims from Aprisco B.V. under a guarantee letter given by the Company. Aprisco B.V. presented two alternative claims against the Company to the court in the Netherlands: (i) claims for compensation of damages in the amount of EUR 2,300,000 or in the amount as ruled by the court; and (ii) EUR 904,106 plus fine for delay or EUR 524,000 plus fine for delay. The District Court in Rotterdam ruled on 4 July 2012 that the Company shall pay EUR 1,409,265.20 to Aprisco B.V. The Company duly filed an appeal with Hague appeal court on 11 September 2012. On 6 August 2012 Aprisco B.V. had already filed an application to Harju County Court in Estonia for recognition of the judgement of Rotterdam Court and for declaration of enforceability of the same in Estonia. On 14 September 2012 the Company filed its position regarding the application of Aprisco B.V. and applied for suspension of the proceeding in Harju County Court. The main arguments of the Company are that the judgement of the Rotterdam Court from 4 July 2012 has not come into force and cannot therefore be recognised or declared enforceable and that recognition of the judgement would contradict the essential principles of Estonian law (public order).

Please also read Section 12 (*Legal Proceedings*) of Part IX (*Business*).

### **The Group is exposed to environmental liability**

The Group's activities are and will continue to be subject to laws and regulations relating to environmental protection including *inter alia* waste handling, contamination of soil, protection of ambient air and use of water. Furthermore, such laws are subject to possible future changes (please also read the risk factors "Risks relating to doing business in the Baltic States" and "Increased cost of complying with government regulations"). Failure to comply with the laws and regulations and permits given thereunder and related contractual terms and conditions (including failure to adjust the Group's activities to the amended legal requirements) could result in substantial costs and liabilities for the Group. This could have a material adverse effect on the Group's business, results of operations and financial condition.

The land units, which have been or will be acquired by the Group, may subsequently be found to be polluted. Pursuant to environmental laws, a property owner is often held liable for the pollution found in such property even if the property was polluted before its acquisition and the owner did not know that at the time of acquisition. In relation to this risk, please note that:

- when the Group has purchased land, it has not always required the seller to warrant that there is no pollution on the land. Therefore, upon the discovery of the pollution, the Group may not be entitled to claim for clean-up costs and damages from any third person;
- the Group has not carried out environmental investigations in respect of several of its land units. The historic background of some of such land units refers to possibility of pollution (e.g. (i) the territory of Tondi Quarter has been a part of Soviet army campus; (ii) the territory of the Ilmarine Quarter has been partly under former P. Wiegland machine factory; (iii) a slaughterhouse and meat industry has been located in the property of Peterburi Rd. Shopping Centre and (iv) property of Šaltinių Namai Residential Complex has been a part of the machinery factory); (v) ship repair factory used to be located in the property of Klīversala Residential Complex; (vi) industrial buildings hazardous waste containers were located in the property of Zvaigznes Centre; (vii) textile factory RITMS previously used to be located at the property of Tallinas St. Residential Complex in

Riga and (viii) property of Kalaranna Residential Complex has historically been a fishing harbour and a market place);

- should the Group fail to detect or remedy pollution, this may adversely affect the Group's ability to sell or lease property and expose the Group to claims from its customers or third parties for personal injury or property damage associated with exposure to pollution;
- upon sale of the property, the purchasers have required and are likely to require the Group to warrant that there is no pollution on the associated land. For example, when Kristiine Shopping Centre was sold, it was agreed that AS Tāismaja shall indemnify any costs of the buyer of Kristiine Shopping Centre resulting from the compliance with the prescription issued within three years from the closing by environmental authorities to clean-up ground water or soil pollution with respect to the Kristiine Shopping Centre land plots, including but not limited to any clean-up costs, administrative fines and other penalties, third party claims, all related legal fees and fees of other consultants (please also read "Sale of Kristiine Shopping Centre" in Section 9 (*Material Contracts*) of Part IX (*Business*)); and
- amongst others, the risk related to counterparties' financial position as described above is also relevant in relation to environmental liability.

Each of the clean-up costs and costs relating to claims from Group's customers, counterparties or third parties relating to exposure to pollution of any polluted property could have a material adverse effect on the Group's financial condition and results of operations.

Please also read Section 10 (*Environmental Issues*) of Part IX (*Business*).

#### **The Group is dependent on key personnel**

The Group's business relies on the skills, diligence and performance of a relatively small number of key personnel. In order to succeed, the Group needs to have well-connected managers in each of its geographic markets with thorough and up to date knowledge of the local market. Currently the Group does not have share-linked incentive system. Even though the Group has agreed with key personnel (except for Olga Rudzika, the Managing director of AS "Pro Kapital Latvia", and Neringa Rasi-mavičienė, the General director of Pro Kapital Vilnius Real Estate UAB) regarding their non-competition obligation applicable for six months after the termination of their employment, any of these key persons may cease to work for the Group. Loss of services of Group's key personnel and failure to immediately find a replacement having at least similar qualities may adversely affect Group's results of operations.

Please also read Section 7 (*Employees and Labour Relations*) of Part IX (*Business*) and Part X (*Management*).

#### **The Group's reputation may be damaged**

The Group's ability to attract purchasers of property, attract and retain tenants, raise the necessary financing for the development projects as well as retain personnel in its employment may suffer if the Group's reputation is damaged. Matters affecting the Group's reputation may include, among other things, the quality and safety of its premises and compliance with laws and regulations. Any damage to the Group's reputation due to, for example, including but not limited to the aforementioned matters, may have a material adverse effect on the business, results of operations and financial conditions of the Group.

#### **The Group relies on its IT systems**

The Group relies on several IT systems in its operations. The Group maintains and internally exchanges its information, including business secrets, by using its IT systems. In case of a significant interruption in the operations of Group's IT systems, the Group may not be able to continue its work during such interruption resulting in costs and losses for the Group. If an unauthorised person gains access to Group's IT systems and confidential information and business secrets of the Group, that could place the Group at a competitive disadvantage relative to its competitors and result in various claims against the Group from its customers and third persons. Any of the above could have a material adverse effect on the Group's business, results of operations and financial condition.

#### **Potential tax liability**

There is a significant number of intra-group transactions and contractual arrangements (such as lease, credit and service agreements between the Group Companies). The Group is therefore subject to a

transfer pricing risk in relation to any transactions between related parties that are not conducted on an arm's length basis. This could involve an adjustment to the tax results for entities involved to take account of arm's length pricing, which could have an adverse effect on the Group's business, results of operations and financial condition.

Transactions with related as well as unrelated parties may carry a risk of requalification, should the tax authority challenge the economic substance of the transactions, e.g. under the „substance-over-form“ rules. Considering the wide interpretation given to „substance-over-form“ rules by the Estonian, Latvian or Lithuanian tax authorities in various cases, requalification of transactions and corresponding adjustment of tax results, such as prohibition to deduct input VAT or additional income tax charge, may have an adverse effect on the Group's business, results of operations and financial condition.

### **Liability for obligations transferred in the Division**

The Division of the Company was carried out in 2011. According to Estonian law, companies participating in a division (e.g. the Company and AS Domina Vacanze Holding) shall be jointly and severally liable for the obligations of the company being divided which arise before entry of the division in the Estonian Commercial Register (i.e. 23 November 2011 in case of the Division of the Company). In relations between solidary debtors, only persons to whom obligations are assigned by the division plan are obligated persons. A company participating in a division to whom obligations are not designated by the division plan shall be liable for the obligations of the company being divided if such obligations become due within five years after entry of the division in the Estonian Commercial Register. The above means that the Company is jointly and severally liable for the obligations transferred to AS Domina Vacanze Holding to the extent such obligations become due and payable within five years as of the registration of the Division (i.e. until 23 November 2016). The maximum potential liability of the Company for the obligations transferred to AS Domina Vacanze Holding is EUR 8,957 thousand, of which EUR 6,844 thousand are obligations arising from the convertible bonds of the Company that were split in the course of the Division. However, should the Company perform any such obligation it will have a right of recourse against AS Domina Vacanze Holding. In addition, on 30 September 2011, owners of convertible bonds issued by the Company delivered to the Company a waiver, whereby they waived their claims against the Company arising from the convertible bonds issued by AS Domina Vacanze Holding as a result of the split of Company's convertible bonds that was carried out in relation to the Division. However, it cannot be excluded that after the disposal of the convertible bonds of AS Domina Vacanze Holding, the Company may be required to satisfy claims of respective bondholders that they have against AS Domina Vacanze Holding arising from the convertible bonds. Please also read "Division of the Company" in Section 9 (*Material Contracts*) of Part IX (*Business*).

### **Real estate developer's liability**

The Group Companies as real estate developers may under Estonian, Latvian and Lithuanian laws be held liable towards their clients *inter alia* for construction defects (quality of works and materials) and legal defects (such as restrictions of use, third party rights, restrictions deriving from planning, etc.) of the properties sold.

Estonian law allows claims connected to the deficiencies in buildings to be made against the seller of a land unit under general rules of statute of limitations for an extended period of 5 years (the general limitation period for contractual claims is 3 years). The law provides for the possibility of agreeing upon a shorter claims period in a sales contract. Latvian law allows making claims related to the deficiencies in buildings against the seller for 2 years as from conclusion of sales contract. Lithuanian law allows making claims related to the deficiencies in buildings against the contractor for the following periods: (i) 5 years for open works (e.g. visible works, such as roof, windows, doors, facade, walls), (ii) 10 years for hidden works (i.e. works, which require specific assessment, such as engineering networks, insulation, etc.) and (iii) a certain period of time (usually between 1 and 5 years) specified by the producer for any installed items (heating, electricity systems, etc.). However, in case of bankruptcy of Lithuanian contractors, such claims would be directed towards the real estate developer (please also read the risk factor "Dependence on building contractors").

The Group seeks to cover its exposure for warranty claims mainly by requiring the main contractor of the project to obtain insurance cover against all construction risks for the whole duration of the project. Such insurance must be made for the benefit of the financier of respective project (the bank), respective Group Company and, if relevant, other Group Companies. However, having such insurance in place may prove to be not sufficient. The contractors and subcontractors of the Group, to whom the warranty liability is passed, may lack of adequate financial means to fully indemnify the Group. Additionally, losses may arise if some risks are not adequately addressed in the insurance policies or in-

demnity arrangements of the Group. If the Group's exposure to risks arising from design and construction liabilities cannot be effectively covered it could lead to substantial costs and potentially cause to substantial losses to the Group. Not to mention that defects in construction and design and the related liability of the Group may also damage the reputation of the Group and further lead to an adverse effect on the business and financial conditions of the Group. With the Group choosing to be a developer rather than a construction company, it faces additional risks of reduced control and timing of the projects, which might be impacted by possible delays from subcontractors, or their non-performance. This could lead to an adverse effect on the Group's business, results of operations and financial condition.

### **Financial assistance rules**

The Group Companies have concluded several intra-group loan agreements. Please read "Intra-group loan agreements" in Section 9 (*Material Contracts*) of Part IX (*Business*). The applicable laws set forth limitations and restrictions on certain intra-group transactions, e.g. upstream loans. For example Estonian law permits to provide an upstream loan to a parent company only if the provision thereof is not detrimental to the financial standing of the lending subsidiary and does not impair the interests of its creditors. A violation of such limitations and restrictions could result in the invalidity of respective loan agreement, which would mean that the lending subsidiary may immediately demand repayment of the amounts lent. This could adversely affect the business, results of operations and financial conditions of the Group.

Latvian law prohibits a parent company as a dominant undertaking to use its influence in order to induce a subsidiary as a dependent company concluding transactions disadvantageous to it without compensating incurred losses during the financial year or granting a subsidiary rights of claim against a parent company. A subsidiary shall prepare a dependency report for each financial year indicating all the transactions of a subsidiary with a parent company or other Group companies, as well as the transactions concluded by a subsidiary in the interests of such companies or as a result of an inducement, indicating in particular the transactions, which are completely or partially disadvantageous or which involve a special risk for a dependent company or, which differ substantially from the entrepreneurial activities normally carried out. A parent company and its management, who have induced a subsidiary to enter into a transaction disadvantageous to it, shall be jointly liable for the incurred losses. The management of a subsidiary shall be jointly liable along with a parent company and its management for failure to indicate a disadvantageous transaction in a dependency report or failure to indicate in such report that losses have been caused to a subsidiary and that compensation for such has not in fact been made.

In Lithuania certain restrictions apply to intra-group loans, i.e. interest in respect of such loans must be equivalent to an arm's length price and the loan amount may not exceed the company's equity more than at a ratio 4:1. If the loan exceeds the indicated ratio, interest charged on the part of the loan exceeding the relevant ratio may not be recorded as allowable deductions.

German law allows upstream loans by a German limited liability company to shareholders if the upstream loans do not violate the capital maintenance rules. Pursuant to such capital maintenance rules, upstream loans may not be granted to the extent that the funds are needed to maintain the company's registered share capital unless a domination or profit and loss pooling agreement within the meaning of Section 291 of the German Stock Companies Act (*Aktiengesetz*) has been concluded or the company's claim for repayment of the loan is of full value and has been granted at arms' length terms. The shareholder of a German limited liability company also incurs a liability if he induces the company to take actions that may lead to the insolvency of the company.

## **2. RISKS RELATING TO THE GROUP'S INDUSTRY**

### **Developments in the macroeconomic environment affect Group's business**

Real estate development tends to follow the general developments in the macroeconomic environment. Interest rates, unemployment, inflation, private consumption, capital expenditure and other macroeconomic indicators have significant influence on real estate developments and hence the operations and the potential profitability of the Group.

Favourable developments in the macroeconomic environment increase demand for residential properties, allow the real estate companies to increase rent rates of retail properties and prices for accommodation in hotels. Adverse developments increase pressure on real estate prices, rent rates and yields. Hence the Group's results are dependent on general macroeconomic environment and adverse



developments in the environment might lead to reconsideration of some of the Group's development plans, negative pressure on prices and rents of the Group's properties or other changes in relation to the Group's properties that might have a material adverse effect on the Group's business, results of operations, financial condition and profitability.

### **Cyclicality of the real estate sector affects Group's business**

Real estate development is a cyclical sector. The number of real estate related transactions fluctuates significantly depending on the stage of the real estate cycle. Cyclicality in the Baltic countries has been relatively high lately as a fast growth in prices fuelled by availability of cheap financing was followed by a steep decline as a result of financial crisis.

In the future the Baltic real estate market might regain the lost momentum, again inflating the price levels, which might be followed by overheating of the market and downward pressure on the prices thus starting the next real estate cycle.

### **Illiquidity of real estate**

Most of the investments that the Group has made in its real estate portfolio are relatively illiquid and sales of those properties might be time consuming. Recent relatively low activity in the Baltic real estate market further increases the illiquidity related risks. In case the Group's liquidity is adversely affected, the Group might not be in position to liquidate its investments promptly and/or on favourable terms and conditions.

Ownership of premium properties in the Baltic capitals partially mitigates this risk. However, relative illiquidity of real estate properties might have a material adverse effect on Group's business, results of operations, financial condition and profitability.

### **Competition**

The Group is operating in a competitive environment with high number of other companies engaged in the real estate development in the Baltic States. Even though market downturn in 2008-2010 has somewhat decreased the competitive pressure, there are still some relatively well capitalized competitors who can pursue development projects (i.e. to commence constructing and to proceed with the announced projects, as well as to implement new projects) that might compete with the Group's developments.

Recent increase in real estate market activity and improved availability of financing has had a positive effect on some of the Group's competitors who have started the development of some of the projects in their portfolios. Recent pick-up in market activity has also increased the interest of some of the international investors in the Baltic real estate increasing the risk that some of the competitive projects will obtain the necessary funding.

Sales of seized relatively recently developed properties by some of the commercial banks in the Baltic States might also compete with the Group's developments.

Profitability of Group's future developments and new acquisitions can be significantly impacted by increase of renovation and construction costs if competitors will pursue their developments. Additionally, if competitors will commence intended and announced projects the competition for tenants and marketing related costs will also increase.

All of the above aspects related to the competitive landscape of the Group's industry might have an adverse effect on the Group's business, results of operations, financial condition and profitability.

Please also read "Competition" under Section 2 (*Factors Affecting Results of Operations*) of Part VII (*Operating and Financial Review and Prospects*) and Section 5 (*Operations*) of Part IX (*Business*).

### **Changes in customer preferences**

Real estate sub-markets where the Group is operating in (residential housing market, retail property market, hotel market) are subject to changing customer trends, demands and preferences, which may further vary, depending on economic factors, as well as customer preferences for the style of developments. Such risks and potential changes in customer preferences are continuously assessed by the Group at different phases of a project. In case changes in customer preferences or other potential threats to the profitability of a project are found, adjustments are made to the project outline to the extent possible in respective phase of the project, in order to meet the new market expectations. This however does not assure that such changes will always be recognised and adaptations to existing or planned developments will be made in timely fashion to suit such changes in customer preferences.

Should customer preferences cease to favour the Group's developments, it could have an adverse effect on the business, results of operations and financial condition of the Group.

**The Group is exposed to the credit risks of its customers and suppliers**

The Group's financial performance and position are dependent, to a certain extent, on the creditworthiness of its customers and suppliers. If there are any unforeseen circumstances affecting the Group's customers' and/or suppliers' ability or willingness to pay, the Group may experience payment delays or non-payment. Each of these factors may have a material adverse impact on the Group's operations, prospects and financial results.

### **3. POLITICAL, ECONOMIC AND LEGAL RISKS**

**Risks relating to doing business in the Baltic States**

Compared to more mature markets Estonian, Latvian and Lithuanian markets as emerging markets are subject to greater risks, including legal, economic and political risks. During the two decade transition period from planned economy to market economy Estonia, Latvia and Lithuania have experienced significant political, legal and economic changes and liberalization.

In relation to their accession to the European Union, Estonia, Latvia and Lithuania have implemented significant social and economic changes and reformed their legal and regulatory framework. This has resulted in considerable increase in the volume of Estonian, Latvian and Lithuanian legislation and other regulations. And the volume will increase further due to the obligation to apply European Community law.

The civil codes and corporate, competition, securities, environmental and other laws having close connection with doing business have been significantly revised during the period of Estonia's, Latvia's and Lithuania's transition to a market economy and in order to meet EU requirements and standards. There is still little court practice about the new legislation and no clear administrative or judicial practice has evolved.

**The rights of shareholders of Estonian companies may differ from the rights of the shareholders of companies organised in other jurisdictions**

The Company is organized under the laws of Estonia and consequently the rights of the Company's shareholders are governed by the laws of Estonia and by the Company's Articles of Association. Accordingly, the Company's corporate structure as well as the rights and obligations of its shareholders may be different from the rights and obligations of the shareholders of companies organised in other jurisdictions. Estonian regulations may provide shareholders with particular rights and privileges which could not exist in other jurisdictions and, *vice versa*, certain rights and privileges that shareholders may benefit from in another jurisdiction may not be available in Estonia.

The exercise of some of the shareholders' rights in the Company could be more complicated or expensive for investors from other countries than the exercise of similar rights in their country of residence. Resolutions of the General Meeting of Shareholders may be adopted with majorities different from the majorities required for adoption of equivalent resolutions in companies organised in other jurisdictions. Rectification of the Company's registers and/or some corporate actions may require the approval of Estonian courts. Please also read Section 6 (*Shareholder Rights*) of Part XI (*Information on Company, Shares and Share Capital*) and Part XII (*Estonian Securities Market*).

**Court judgements against the Company and the Group, other than the judgements rendered by Estonian courts, may be more difficult to enforce than if the Company and its management were located in that respective country**

The Company was formed in accordance with the Estonian laws and its registered office is in Estonia. The majority of the assets of the Group are located in Estonia and the majority of the management personnel working for the Group reside in Estonia. For this reason the investors other than the investors located in Estonia, may encounter difficulties in serving summons and other documents relating to court proceedings on any of the entities within the Group and/or the management personnel working for the Group. For the same reason it may be more difficult for these investors to enforce a judgment of the Estonian court issued against any entities within the Group and/or the management personnel working for the Group than if those entities and/or the management personnel were located in that respective country.

### **Risks related to Estonian tax regime**

According to current Estonian corporate income tax regime income tax is deferred until distribution of profits. Profit distributions are subject to income tax of 21/79 of the net amount of distributed profits. Change of Estonia's current corporate taxation policy has from time to time been subject to political discussion. However, today it is impossible to assess whether or when such change may occur. Changing of Estonian corporate taxation policy could have a material adverse effect on business, results of operations and financial condition of the Group. Please also read Part XIII (*Taxation*).

### **Unfavorable changes in Latvian tax regime may have material adverse influence on the Group**

The Group Companies are subject to the following taxes in Latvia: VAT, social security contributions, personal income tax, corporate income tax and real property tax. According to the Tax Policy Strategy for 2011-2014 set by the Latvian Ministry of Finance, no additional tax load should be imposed on tax payers in Latvia within the period until 2014 (including), except for potentially moderate increase in real property tax. At the same time, the effective personal income tax charge may be reduced by increasing the tax-exempt ceiling. However, there could be no assurance that the tax policy in Latvia would not change in a manner having adverse effect on the Group's business and financial results.

Moreover, the Group is subject to continuous examinations and audits by the Latvian tax authorities. While the Group regularly evaluates its compliance with tax legislation and uncertain tax positions, any adverse outcome from such continuous examinations may have adverse effect on Group's operating results and financial position. All above mentioned factors may have material adverse effect on the Group's business, operations, financial position and financial results.

### **Risks related to possible amendments of Lithuanian tax regime**

Periodically Lithuanian politicians discuss the revision of tax burden between capital and labour; however, currently no amendments of respective tax laws have been initiated and it is not possible to assess whether and/or when any such amendments may occur. It is likely that the risk related to the amendments of tax laws may increase after the Parliamentary election in Lithuania in the autumn of the current year.

### **Risks related to German tax regime**

The German Group Companies are in general subject to taxation in Germany, in particular with respect to corporate income tax, trade tax (*Gewerbesteuer*), VAT and land tax and local taxes (where applicable). In addition, the German Group Companies have to pay wage tax and social security contributions with respect to wage payments to their employees and may have to pay withholding tax on dividends distributed to their shareholders. The taxation with respect to these taxes and contributions may be subject to changes due to the amendment of (tax) laws, (the change of) court decisions and the interpretation of tax laws by the German tax authorities. These changes may have adverse effects on the German Group Companies' business and financial results.

### **Increased cost of complying with laws, government regulations and policies**

It cannot be assured that no new regulations or fiscal or monetary policies, or amendments to existing regulations, will be implemented by the governments in the Group's core markets. Substantial amendments to the existing regulations or implementing of any new regulations could result in significant additional costs for the Group, which the latter may not be able to pass to its customers. Thus any significant amendment to the existing regulations or implementing of any new regulations could impose restrictions on the operations of the Group which could further have a material adverse effect on the Group's business, results of operations and financial condition.

### **Eurozone risk**

Recent turmoil related to some of the Eurozone economies may affect the Company's operating environment, either directly or indirectly through common currency and monetary policy changes. Prolonged and deep national budget deficits may adversely impact all the area's attractiveness, including Eurozone candidate countries such as Latvia and Lithuania which are operating under the ERM II mechanism. Full or partial collapse of the Eurozone might have a material impact on the Company's business.

### **Interest rate risk**

The interest rates of the loans taken by the Group from credit institutions are based on the EURIBOR base rate, which is determined as of the quotation date occurring periodically after the date of the rele-

vant loan agreement. Increases in EURIBOR will lead to a corresponding increase in the financial costs of the Group. Please also read “Loan Agreements and related Financing Documents” in Section 9 (*Material Contracts*) of Part XI (*Business*) for information on loans borrowed by the Group.

Lending rates affect the activity of real estate market and high interest rates usually reduce the demand for real estate. Low demand in turn can adversely affect the value of Group’s properties and, consequently, the Group’s revaluation gains. Comparisons of potential losses arising from interest rate fluctuation against the cost of hedging are regularly and continuously being made by the Group. In such comparisons the hedging expenses tend to exceed the potential losses arising from interest rate fluctuations, therefore there have been no hedging in majority of case in Group’s practice. Please also read “Interest Rate Risk” in Section 8 (*Financial Risk Management*) of Part VII (*Operating and Financial Review and Prospects*).

### **Currency exchange risk**

The revenue of the Group is primarily denominated in EUR, LVL and LTL, while the expenses of the Group are primarily denominated in EUR. Fluctuations in foreign exchange rates can have a significant impact on the valuation gain accounted for in the income statement year by year. In addition to that potential fluctuations in currency exchange rates can have an impact on the demand for the Group’s properties, its availability of financing, costs of construction works and other aspects of the Group’s operations. The main currency risk for the Group is that the rate at which these currencies are pegged to the EUR changes or that any of these currencies ceases to be pegged to the EUR. The Group is not engaged in exchange rate hedging activities, and thus is exposed to currency exchange risk.

Any devaluation or revaluation of LVL or LTL may have negative consequences for the economies of the Group home markets as a whole and may have a material adverse effect on the financial condition and results of operations of the Group.

### **Pegged currency may have adverse impact on Latvian economy and therefore materially adversely influence the Group**

Since May 2005 Latvia has been part of the ERM II and committed to observe a central exchange rate of LVL 0.702804 to EUR 1.00 with a fluctuation band of  $\pm 15\%$ . However, Latvia unilaterally maintains a 1% fluctuation band around the central rate. The fact that LVL is pegged to EUR could have material adverse effect on the Latvian economy. Namely, pegged currency limits the self-regulatory mechanisms of the economy. For example, during financial turmoil substantial amounts of investments are withdrawn from developing countries (such as Latvia), what causes depreciation of local currency. Although, depreciation of local currency increases the trade competitiveness of the country (by fuelling exports), and therefore softens the impact and economic consequences of the financial turmoil, countries with pegged currency cannot rely on above mentioned self-regulatory mechanisms and therefore could be struck by the financial turmoil in more severe way. Therefore, during any financial turmoil the Latvian economy may have limited ability to recover due to peg between LVL and EUR. Any potential turmoil in economic conditions in Latvia, over which the Group has no control, could significantly affect the Group’s business, prospects, financial conditions and results of operations in a manner that could not be predicted.

### **Pegged currency may have adverse impact on Lithuanian economy and therefore materially adversely influence the Group**

Since June 2004 Lithuania has been part of the ERM II and committed to observe a central exchange rate of LTL 3.4528 to EUR 1.00 with a fluctuation band of  $\pm 15\%$ . However, Lithuania unilaterally maintains a 0% fluctuation band. The fact that LTL is pegged to EUR could have material adverse effect on the Lithuanian economy. Namely, pegged currency limits the self-regulatory mechanisms of the economy. For example, during financial turmoil substantial amounts of investments are withdrawn from developing countries (such as Lithuania), what causes depreciation of local currency. Although, depreciation of local currency increases the trade competitiveness of the country (by fuelling exports), and therefore softens the impact and economic consequences of the financial turmoil, countries with pegged currency cannot rely on above mentioned self-regulatory mechanisms and therefore could be struck by the financial turmoil in more severe way. Therefore, during any financial turmoil the Lithuanian economy may have limited ability to recover due to peg between LTL and EUR. Any potential turmoil in economic conditions in Lithuania, over which the Group has no control, could significantly affect the Group’s business, prospects, financial conditions and results of operations in a manner that could not be predicted.

#### **4. RISKS RELATING TO SHARES AND ADMISSION TO TRADING**

##### **The Shares may be illiquid and an investor purchasing any Shares may not be able to sell those Shares at or above respective purchase price**

As at the date of the Prospectus the Shares are not traded on a regulated market. An application has been made to NASDAQ OMX Tallinn AS for the Shares to be admitted to trading on the Regulated Market. However, active trading market for the Shares may not emerge, develop or sustain after the Admission to Trading due to relative illiquidity of the Regulated Market or any other reason.

Illiquidity of the Shares may not enable an investor to sell the Shares as quickly as or on terms and conditions favourable to or intended by such investor. An investor purchasing any Shares may not be able to sell those Shares at or above respective purchase price.

The price of the Shares may be volatile and may fluctuate significantly in response to numerous factors including *inter alia* (i) actual or anticipated fluctuations in Group's quarterly and annual results and those of Group's publicly-held competitors, (ii) industry and market conditions, (iii) changes in laws and regulations, (iv) shortfalls in the operating results of the Group from levels forecasted by securities analysts; (v) announcements concerning the Group or its competitors; (vi) global and regional economic conditions and/or the performance of global or regional markets, (vii) the general state of securities markets, (viii) issuance or offer for the sale of significant number of Shares (e.g. up to 4,025,758 new Shares that the Company may need to issue in the course of conversion of the convertible bonds issued by the Company) and (ix) other factors. Many of these factors may be beyond the Company's control.

##### **The trading in Shares on the Regulated Market may be suspended or terminated**

If the Company will fail to comply with certain requirements or fulfil certain obligations arising from the laws of Estonia or the rules adopted by NASDAQ OMX Tallinn AS and applicable to the Regulated Market (the "**NASDAQ OMX Tallinn Rules**"), the trading in Shares on the Regulated Market may be suspended or terminated. Further, the Company may apply for the suspension or termination of trading in Shares on the Regulated Market. There is no guarantee that the trading in Shares will never be suspended or terminated. This could decrease the liquidity of the Shares and affect the ability to sell the Shares at a satisfactory price by the Investors. Although it is the Company's intention to make all endeavours in order to comply with all applicable regulations to avoid suspension or termination of trading in Shares on the Regulated Market, future suspensions or termination cannot be fully excluded. The Share price may be adversely affected by any suspension or termination of trading in the Shares on the Regulated Market.

##### **The Company may not pay dividends**

The Company may not be able to pay dividends in the future. The declaration and payment by the Company of any future dividends and the amount thereof will depend *inter alia* on the Company's financial conditions, results of operations and availability of funds that can be paid as dividends. The payment and the amount of any dividend will be subject to the discretion of the General Meeting of Shareholders of the Company and will depend on available cash balances, anticipated cash needs, results of operations and financial condition of the Group and any financing agreement restrictions binding the Company as well as other relevant factors. Please also read Part V (*Dividends and Dividend Policy*).

##### **The shareholders may not be able to exercise preferential right to subscribe for new Shares and may face dilution as a result**

Pursuant to the Estonian Commercial Code, shareholders of a company have generally the preferential right to subscribe for new shares in proportion to their existing shareholding. However, such preferential right can be barred by a resolution of the General Meeting of Shareholders by a majority of 3/4 of the votes represented at such General Meeting of Shareholders. As a result of an issuance of additional shares with exclusion of preferential right to subscribe for new Shares, the shareholding and voting rights in the Company and the earnings per Share may be diluted.

In addition, if the above-referred pre-emptive rights are not barred, shareholders of certain jurisdictions, e.g. the United States, may not be able to exercise preferential right to subscribe for new Shares unless certain actions are taken in those jurisdictions or an exemption is available therefrom. The

Company is unlikely to take the above-referred actions and exemptions therefrom may not be available for certain shareholders.

If a shareholder is unable to exercise preferential right to subscribe for new Shares, such shareholder's shareholding may be diluted as a result.

#### **Holding of Shares in a nominee account**

Shares may be held in a nominee account. Pursuant to the Estonian law, any Shares held in a nominee account (including Shares that are held via custodians of the Latvian Central Depository and the Lithuanian Central Depository, which are held in the ECRS in the nominee accounts of the Latvian Central Depository and the Lithuanian Central Depository) shall be considered as the Shares legally owned by the owner of the nominee account. This could result for the investors holding Shares in a nominee account in deprivation of certain rights or privileges as compared to the investors, who hold Shares in their own securities' account. This is in particular the case when changes are being made to the share capital of the Company or the Shares (e.g. while conducting reverse split of Shares or providing pre-emptive right to the shareholders while issuing new Shares), where the Company will treat all Shares held in a nominee account as held by one investor. Notwithstanding the above, the voting rights and rights to dividend and to other distributions attached to the Shares held in nominee accounts and ordinary securities' accounts are the same. Please also read "Specific features relating to shares held in a nominee account" in Section 6 (*Shareholder Rights*) of Part XI (*Information on Company, Shares and Share Capital*).

#### **Limited analyst cover**

The price and the Shares are partly influenced by analyst cover. If one or many analysts lower their ratings on Shares, it may result in lower price and liquidity of Shares. If one or many analysts end their coverage of Shares, it may result in smaller attention to the Company by investors, which again may bring along lower price and liquidity of Shares. There cannot be any assurance, which kind of analyst coverage the Company receives in the future.

#### **The transferability of Shares may be restricted by laws**

The Shares have not been registered in the United States under the Securities Act or under any other applicable securities laws or any other jurisdiction. The transfer of Shares may be subject to restrictions set forth in such laws. The Company does not plan to apply for admission to trading of Shares on any regulated market other than the Regulated Market or otherwise create a public market in any jurisdiction. The Shares constitute "restricted securities" as defined in Rule 144(a)(3) under the Securities Act and are not freely tradable in the United States. The free transferability of the Shares may also be subject to the requirements from the laws of other jurisdictions. Please also read Part XIV (*Selling and Transfer Restrictions*) with regard to selling restrictions applicable to the Shares.

#### **Turmoil in emerging markets could cause the value of the Shares to suffer**

Financial or other turmoil in emerging markets has in the recent past adversely affected market prices in the world's securities markets for companies operating in the affected developing economies. There can be no assurance that renewed volatility stemming from future financial turmoil, or other factors, such as political, that may arise in other emerging markets or otherwise, will not adversely affect the value of the Shares even if the Estonian economy remains relatively stable.

#### **Tax treatment for investors in an Estonian company may vary depending on tax residence of the investors**

The Company is a company established and existing under the laws of Estonia and as such the Estonian tax regime applies to distribution of profit and other payments from the Company to its shareholders. The taxation of incomes from such payments as well as other incomes, from the disposal of shares, may vary depending on tax residence of particular investors as well as on provision of double tax treaties with Estonia in force. Provisions applying to particular investors may be unfavourable or may change adversely.

The Company's possible status as a passive foreign investment company (the "PFIC") for U.S. federal income tax purposes must be determined annually and therefore may be subject to change. The Company has not undertaken to make the analysis on an annual basis as to whether it is a PFIC. Therefore, U. S. investors should consider that they may have to make such an analysis on an annual basis. If the Company were to be a PFIC in any year materially adverse tax consequences could result for each U.S. holder of Shares (i.e. each beneficial owner of Shares that is (i) a citizen or resident of

the United States for U.S. federal income tax purposes, (ii) a corporation, or other entity treated as a corporation, created or organized under the laws of the United States of any State thereof, (iii) an estate the income of which is subject to U.S. federal income tax without regard to its sources or (iv) a trust if a court within the United States is able to exercise primary supervision over the administration of the trust and one or more U.S. persons have the authority to control all substantial decisions of the trust)). Please also see Section 2 (*PFIC Considerations*) of Part XIII (*Taxation*).

Each investor may be subject to taxation outside Estonia and should therefore consult with its own tax adviser. There can be no assurance that any activities, which the Group may conduct at any time in the future, would result in the investor becoming subject to any further taxes.

The Estonian legal persons do not pay corporate income tax on capital gains received from the sale or exchange of Shares until distribution. As a general rule, income tax is not charged on gains realized also by non-residents (whether legal persons or individuals). However, Estonian income tax is charged on the capital gain realized from the sale or exchange of Shares of a “real estate company” if the non-resident’s holding exceeds 10%. A “real estate company” for these purposes is a company, contractual investment fund or other pool of assets of whose property, at the time of the transfer or during a period within 2 years before transfer, more than 50% was directly or indirectly made up of immovable properties or structures as movables located in Estonia. Therefore, should the Company be considered as a “real estate company”, that would bring along the requirement to pay Estonian income tax on the capital gain realized from the sale or exchange of Shares by a non-resident, whose holding exceeded 10% of the share capital of the Company prior to such sale or exchange. Please also read Section 1 (*Estonian Tax Consideration*) of Part XIII (*Taxation*).

#### **Limitations on enforcing judgments against the Company**

Foreign judgements against the Company could be difficult to enforce.

The Company is incorporated in Estonia. The recognition and enforcement of the judgments and other execution documents of member states of the European Union (except for Denmark) is subject to the restrictions and limitations set forth in Council Regulation (EC) No 44/2001 or Regulation (EC) No 805/2004 of the European Parliament and of the Council.

The recognition and enforcement of the judgments and other execution documents of any other foreign country is subject to the restrictions and limitations set forth in the Estonian Code of Civil Procedure. A judgment of any such foreign countries is not recognised in Estonia *inter alia* if that judgement is (a) clearly contrary to the essential principles of Estonian law (public order), (b) the decision is in conflict with an earlier decision made in Estonia in the same matter between the same parties or if an action between the same parties has been filed with an Estonian court; (c) in conflict with a decision of a foreign court in the same matter between the same parties which has been earlier recognised or enforced in Estonia; (d) in conflict with a decision made in a foreign state in the same matter between the same parties which has not been recognised in Estonia, provided that the earlier court decision of the foreign state is subject to recognition or enforcement in Estonia. Such judgement is not recognised in Estonia also in case the defendant was unable to reasonably defend the rights thereof or the court which made the decision could not make the decision in compliance with the provisions of Estonian law regulating international jurisdiction.

### **PART III. ADMISSION TO TRADING**

On the date of registration of this Prospectus the Company plans to apply for the Admission to Trading, i.e admission to trading of all Shares on the Regulated Market, (the regulated market (Secondary List) operated by NASDAQ OMX Tallinn AS). The trading of the Shares is expected to commence on the Regulated Market on or about 22 November 2012.

In connection with the Admission to Trading, the Company and AB bankas FINASTA concluded a market making agreement on 13 November 2012. AB bankas FINASTA is a Lithuanian credit institution registered in Lithuania with the registration number 301502699 and legal address at Vilniaus m. sav. Vilniaus m. Maironio g. 11, Lithuania. In consideration for a monthly service fee, as of the Admission to Trading AB bankas FINASTA must maintain during trading sessions, on a continuous basis, the demand and supply of the Shares to provide liquidity and a sufficiently active market of the Shares and for that purpose:

- on its account, ensure that at least during 85% of the time of a trading session in the equity sub-market sell/buy orders are placed for a number of the Shares not less than set minimum amount. The said requirement is cancelled if, during a trading session, automatically matched transactions have reached the volume of three minimum amounts determined for the Shares;
- the minimum number of Shares for which AB bankas FINASTA has to place sell/buy orders is set to EUR 3,000 equivalent;
- the maximum spread between the buy and sell prices may not exceed 4%, derived from the average of buy and sell prices.

The market making agreement has been concluded for the term of three months. After expiration of the mentioned period, the market making agreement will be automatically extended for further successive terms of one year unless either the Company or AB bankas FINASTA gives notice in writing of its intention not to renew the market making agreement prior to the expiration of the relevant term.



## PART IV. CAPITALISATION AND INDEBTEDNESS

The following table sets forth the capitalisation and indebtedness of the Group based on consolidated figures as at 30 June 2012. The table should be interpreted in conjunction with the Financial Statements. Please also read the Notes to the Interim Financial Statements.

('000 EUR, un-audited)

30 June 2012

### CAPITALISATION

<b>Total current debt</b>	<b>6,898</b>
- secured	6,898
- of which guaranteed	2,625
- unsecured	0
 <b>Total non-current debt</b>	 <b>20,673</b>
- secured	9,401
- of which guaranteed	7,579
- unsecured	11,272
 <b>Shareholders' equity</b>	 <b>69,132</b>
Non-controlling interest	1,553
Equity attributable to equity holders of the parent	67,579
- share capital in nominal value	10,637
- share premium	0
- reserves	11,337
- retained earnings	46,735
- currency translation adjustment	-1,130
 <b>TOTAL CAPITALISATION</b>	 <b>96,703</b>

### NET INDEBTEDNESS

Cash	71
Bank Accounts	2,071
Trading securities	0
<b>Liquidity (1)</b>	<b>2,142</b>
 <b>Current financial receivable</b>	 <b>0</b>
Current bank debt	0
Current portion of non-current bank loans	2,822
Other current financial debt	4,076
<b>Current financial debt (2)</b>	<b>6,898</b>
 <b>Net current financial indebtedness (3)</b>	 <b>4,756</b>
Non-current bank loans	9,401
Bonds issued	11,272
Other non-current loans	0
<b>Non-current financial indebtedness (4)</b>	<b>20,673</b>
 <b>NET FINANCIAL INDEBTEDNESS (5)</b>	 <b>25,429</b>

(1) Aggregate of cash and cash equivalents and trading securities

(2) Aggregate of current bank debt, current portion of non-current debt and other current financial debt

- (3) Current financial debt deducted by current financial receivables and liquidity
- (4) Aggregate of non-current bank loans and other non-current loans (excluding current portion of long-term debt)
- (5) Aggregate of net current financial indebtedness and non-current financial indebtedness

Please read “Loan Agreements and related Financing Documents” in Section 9 (Material Contracts) of Part XI (Business) for information on collaterals and guarantees for secured loans.

Please read “Off-Balance Sheet Items” in Section 9 (Capital Risk Management) of Part VII (Operating and Financial Review and Prospects) for information on indirect and conditional liabilities (off-balance sheet items).

## **PART V. DIVIDENDS AND DIVIDEND POLICY**

The Group has historically been financing its operations mainly from retained earnings. Hence there have been limited dividend payments in the past. For the year 1998 dividends in amount of EUR 345,123 were paid and for 2004 dividends in amount of EUR 2,039,501 were paid.

The Group intends to pay dividends taking into account the capital needs, the stage of the development of the Group's main projects, the financial situation of the Group, the development cycle of the real estate sector and other relevant aspects the Group. It is not expected that the dividend payments will commence in financial years 2013 and 2014 as the Group is planning to invest significant amount of funds into the prioritised development projects (Tondi Quarter, Peterburi Rd. Shopping Centre and Tallinas St. Residential Complex).

The Company may not be able to pay dividends in the future. The declaration and payment by the Company of any future dividends and the amount thereof will depend *inter alia* on the Company's financial conditions, results of operations and availability of funds that can be paid as dividends. Moreover, the Management Board merely makes a proposal for the amount of dividends to be distributed. The Supervisory Council has the right to amend such proposal and the proposal is ultimately to be approved by the General Meeting of Shareholders. For more details on the procedure and regulatory restrictions relating to the payment of dividends, please read "Dividends and Other Distributions" in Section 1 (Shareholders Rights) of Part XI (Information on Company, Shares and Share Capital).

## PART VI. SELECTED FINANCIAL INFORMATION

The following tables set forth selected financial information as at the end of and for each of the three financial years ended 31 December 2009, 2010 and 2011, and as at the end of and for the six months ended 30 June 2012.

The tables below set forth selected financial information that has been derived from the Group's Special Purpose Combined Financial Statements for the three financial years ended 31 December 2009, 2010, 2011, and from the Interim Financial Statements for the six months period ended 30 June 2012. The Special Purpose Combined Financial Statements and Interim Financial Statements have been prepared in accordance with the IFRS-EU. Please also read Note no. 2 to the Special Purpose Combined Financial Statements and Note no. 2 to the Interim Financial Statements.

The selected financial data presented below shall be read in conjunction with Part VII (Operating and Financial Review and Prospects) and the Special Purpose Combined Financial Statements and Interim Financial Statements, including notes thereto, incorporated hereto by reference (please see Part XVII (Information Incorporated by Reference)).

The key ratios and indicators set out in the table below are provided to illustrate certain aspects of Group's business and financial performance. These ratios and indicators are used by the Management Board to evaluate the performance of the Group. Earnings per share, return on assets and return on equity are used as indicators of financial returns that the Group is generating for its shareholders. Gross, operating and net profit margins are indicators of the profitability of the Group, while equity ratio and current ratio are used by the Management Board to assess the liquidity position of the Group. Although certain of these ratios and indicators are not measures of performance defined in the IFRS-EU, the Management Board believes that such ratios and indicators are customary and often used by public companies in the Group's sector to illustrate their business and financial performance.

Profit and loss account ('000 EUR)	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>17,449</b>	<b>8,016</b>	<b>9,932</b>
Cost of goods sold	-17,917	-17,015	-16,407	-5,756	-8,070
<b>Gross profit</b>	<b>4,082</b>	<b>4,036</b>	<b>1,042</b>	<b>2,260</b>	<b>1,862</b>
Marketing expenses	-1,103	-609	-352	-169	-289
Administrative expenses	-4,130	-4,029	-5,237	-2,776	-2,707
Other operating income	1,357	219	54,280	54,692	118
Other operating expenses	-1,397	-4,600	-1,875	-471	-1,220
<b>Operating profit / loss</b>	<b>-1,191</b>	<b>-4,983</b>	<b>47,858</b>	<b>53,536</b>	<b>-2,236</b>
Financial income	2,733	2,120	4,770	659	16
Financial expenses	-2,883	-4,174	-2,877	-2,155	-679
<b>Profit / loss before tax</b>	<b>-1,341</b>	<b>-7,037</b>	<b>49,751</b>	<b>52,040</b>	<b>-2,899</b>
Income tax	26	17	351	7	14
<b>Profit / loss for the period</b>	<b>-1,315</b>	<b>-7,020</b>	<b>50,102</b>	<b>52,047</b>	<b>-2,885</b>
Net profit / loss attributable to:					
Equity holders of the parent	-3,455	-7,413	21,931	23,909	-2,889
Non-controlling interest	2,140	393	28,171	28,138	4
Balance sheet ('000 EUR)	As at 31 December			As at 30 June	
	2009	2010	2011	2012	
Cash and bank accounts	3,159	1,194	8,637	2,142	
Current receivables	11,304	9,562	2,865	2,857	
Inventories	67,935	58,736	53,186	49,395	

Non-current assets held for sale	0	50,044	0	0
<b>Total current assets</b>	<b>82,398</b>	<b>119,536</b>	<b>64,688</b>	<b>54,394</b>
Non-current receivables	12,492	19,949	152	152
Deferred tax assets	0	0	370	368
Tangible assets	10,207	12,049	21,863	21,393
Investment property	61,785	26,600	26,111	26,111
Intangible assets	264	307	288	284
<b>Total non-current assets</b>	<b>84,748</b>	<b>58,905</b>	<b>48,784</b>	<b>48,308</b>
<b>TOTAL ASSETS</b>	<b>167,146</b>	<b>178,441</b>	<b>113,472</b>	<b>102,702</b>
Current debt	16,080	83,271	14,002	6,898
Customer advances	2,962	1,352	838	579
Current payables	2,825	3,648	1,791	1,497
Taxes payable	479	178	95	106
Short-term provisions	284	4,184	1,091	1,755
<b>Total current liabilities</b>	<b>22,630</b>	<b>92,633</b>	<b>17,817</b>	<b>10,835</b>
Long-term debt	67,929	18,717	21,462	20,673
Other long term liabilities	300	0	0	132
Deferred income tax liability	445	419	1,962	1,878
Long-term provisions	97	166	173	52
<b>Total non-current liabilities</b>	<b>68,771</b>	<b>19,302</b>	<b>23,597</b>	<b>22,735</b>
<b>TOTAL LIABILITIES</b>	<b>91,401</b>	<b>111,935</b>	<b>41,414</b>	<b>33,570</b>
Share capital	33,992	33,992	10,637	10,637
Share premium	45,089	45,089	0	0
Statutory legal reserve	2,938	2,938	0	0
Revaluation reserve	0	0	11,330	11,337
Foreign currency differences	-1,373	-1,382	-1,130	-1,130
Retained earnings	-30,836	-36,388	27,693	49,624
Profit / loss for the period	-3,455	-7,413	21,931	-2,889
<b>Total equity attributable to equity holders of the parent</b>	<b>46,355</b>	<b>36,836</b>	<b>70,461</b>	<b>67,579</b>
Non-controlling interest	29,390	29,670	1,597	1,553
<b>TOTAL EQUITY</b>	<b>75,745</b>	<b>66,506</b>	<b>72,058</b>	<b>69,132</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>167,146</b>	<b>178,441</b>	<b>113,472</b>	<b>102,702</b>

<b>Cash flow ('000 EUR)</b>	<b>Financial year ended 31 December</b>			<b>Six months ended 30 June</b>	
	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2011</b>	<b>2012</b>
Net cash from / used in operating activities	11,286	933	-19,394	-11,578	-3,158
Net cash from / used in investing activities	-403	-14,768	95,764	95,361	-289
Net cash from / used in financing activities	-9,604	11,870	-68,927	-64,733	-3,048
<b>NET CASH FLOW</b>	<b>1,279</b>	<b>-1,965</b>	<b>7,443</b>	<b>19,050</b>	<b>-6,495</b>

<b>Key ratios and indicators</b>	<b>Financial year ended 31 December</b>			<b>Six months ended 30 June</b>	
	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2011</b>	<b>2012</b>
Number of shares	53,185,422	53,185,422	53,185,422	53,185,422	53,185,422
Earnings per share, EUR	-0.06	-0.14	0.41	0.45	-0.05
Gross profit margin, %	19%	19%	6%	28%	19%
Operating profit margin, %	-5%	-24%	274%	668%	-23%

Net profit margin, %	-16%	-35%	126%	298%	-29%
Return on assets, %	-2%	-4%	15%	n/a	-3%
Return on equity, %	-7%	-18%	41%	n/a	-4%
Equity ratio, %	28%	21%	62%	n/a	66%
Current ratio	3.6	1.3	3.6	n/a	5.0

**Calculation of key ratios:**

Earnings per share, EUR	=	Net profit attributable to equity holders of the parent divided by average number of common shares outstanding.
Gross profit margin, %	=	Gross profit divided by total revenue.
Operating profit margin, %	=	Operating profit divided by total revenue.
Net profit margin, %	=	Net profit attributable to equity holders of the parent divided by total revenue.
Return on assets, %	=	Net profit attributable to equity holders of the parent divided by average total assets.
Return on equity, %	=	Net profit attributable to equity holders of the parent divided by average equity attributable to equity holders of the parent.
Equity ratio, %	=	Equity attributable to equity holders of the parent divided by total assets.
Current ratio, %	=	Current assets divided by current liabilities.

## **PART VII. OPERATING AND FINANCIAL REVIEW AND PROSPECTS**

### **1. OVERVIEW**

In this Part VII (*Operating and Financial Review and Prospects*), description has been provided in respect of the following:

- key factors influencing the operations of the Group;
- major developments that have taken place in relation to the Group since the end of the reporting period for six months ended 30 June 2012;
- the Group's operating and financial outlook for 2012;
- major investment activity performed by the Group since 2009;
- results of Group's operations for financial years 2009, 2010 and 2011 and for the six months ended 30 June 2012; and
- the statement on Group's liquidity and capital resources.

In addition to the above, this Part VII (*Operating and Financial Review and Prospects*) provides an overview of the Group's key accounting policies as well as financial risks and risk management procedures.

Financial Information presented in this Part VII (*Operating and Financial Review and Prospects*) has been derived from the Group's Special Purpose Combined Financial Statements and the Interim Financial Statements. Such Special Purpose Combined Financial Statements and Interim Financial Statements have been prepared in accordance with the IFRS-EU. Therefore, this Part VII (*Operating and Financial Review and Prospects*) shall be read in conjunction the Special Purpose Combined Financial Statements and Interim Financial Statements, including notes thereto, incorporated hereto by reference (please see Part XVII (*Information Incorporated by Reference*)).

### **2. FACTORS AFFECTING RESULTS OF OPERATIONS**

#### **Changes in business environment**

Property market is sensitive to changes in supply and demand. Generally, real estate values tend to follow business cycles. Valuation of property is affected by a number of macroeconomic factors, including economic growth, demographical factors, availability of financing, interest rates, inflation, unemployment, disposable income, consumer confidence etc. Changes in local market environment (for example, in a specific city) can materially affect property values regardless of the overall business environment in the regional market. Changes in general market environment have an effect on demand for real estate and yield rates. For this reason, fluctuations in macroeconomic factors in the markets, which the Group operates in, can materially affect valuation and timing of development of existing and planned real estate portfolio.

Property prices, rental and vacancy rates depend on demand and supply of real estate stock in the respective market segment (residential, commercial, offices). Favourable market environment encourages construction of new real estate. The growth of available real estate space in general would result in negative pressure on prices, while the final pricing level will depend on the development of the demand.

#### **Ability to develop projects**

Management of development projects requires substantial planning effort and usually lasts for several years. During the development phase the Group receives income only from the presales of the apartments in residential projects, while income from development of retail properties is deferred to the period after the completion of the project.

The Group relies on subcontractors for implementation design and construction works. If terms of services performed by subcontractors (price, quality) deviate from initially planned, there can be a positive

or negative effect on the profit extracted from developing a project. Additionally, development projects are subject to regulation by government authorities in relation to obtaining or renewing licenses, permits and approvals, which can potentially delay development of a project, and hence have an impact on the Group's profitability and projects' financial return.

### **The Management Board**

Successful planning and execution of development projects depends on the vision and experience of the Management Board that has obtained unique real estate development know-how in the Baltic States. The Management Board is crucial to the future operating results.

### **Property sales**

Income from sale of property is not regular and depends on a number of factors, including project development schedule, prevailing market demand, macroeconomic environment, competing real estate developments and the Group's strategy. The Management Board is carefully planning timing of property sales in order to maximize the return to shareholders. Maximization of return might result in relatively volatile stream of income. Ability of the Group to time the property sales has an effect on the income of the Group as market conditions are constantly changing.

The Management Board may consider renting out certain properties for a certain period of time in case the market conditions for the sales of apartments or development of properties are not favourable.

### **Rental income**

Rental income is another source of the Group's revenue. Insolvency of large tenants can have a substantial negative effect on rental income, and hence quality tenant mix and constant monitoring of tenants' solvency is important in securing stable rental income.

Developments in a specific real estate lease market segment (office, retail), such as shifts in demand or introduction of new real estate stock can have a material impact on development of vacancy rates. As rental agreements are reviewed on regular basis, prevailing market conditions determine terms of renewal of agreements. As a result the rental income can fluctuate, also causing fluctuations in consolidated revenue.

### **Hotel related income**

Income generated by hotel operations forms a relatively significant part of Group's total recurring revenues at the moment. Group's hotel operations mainly service foreign tourist travellers. Lately the hotel operations have been impacted positively by increasing number of tourists to Estonia and Latvia and general improvement of economic environment.

### **Revaluation of property**

Land and buildings that are purchased or developed by the Group with the purpose to generate rental income or market value appreciation and which are not used in operations of the Company are reported on the balance sheet as investment property. Investment property as well as the tangible assets (hotels owned by the Group are accounted as tangible assets) are measured using the fair value method, and revaluation is performed on regular basis as required by regulations. Any potential gains or losses in fair value of investment property are recognized as income or expense for the respective accounting period, affecting the overall profitability of the Group. At the same time, inventories, which include residential buildings completed and construction in progress, are recorded at cost on the balance sheet and are not re-valued.

### **Competition**

Property prices, rental rates and vacancy rates to a large extent are related to availability of real estate space for sale or for lease. Therefore, any substantial new real estate developments in the segments and markets the Group operates in represents a threat to operating results of the Group.

Opening of a new shopping centre or development of new residential project in a given city or region would increase competition among existing players, and put downward pressure on rental rates and residential property prices, which in turn would result in fluctuations of the Group's total income.

Inability of competitors to finance their real estate developments or any other reasons deterring competitive developments could result in thinner real estate supply, which would increase property prices and rental rates, thus positively affecting income of the Group.



## **Interest rates**

Changes in credit market and interest rate fluctuations can decrease or increase the Group's financing costs, and thus affect consolidated profitability. Additionally, interest rates and credit availability affect demand for real estate, which in turn has an impact on the Group's property value and property sales. Significant part of the Group's borrowings has fixed margin interest rate tied to EURIBOR and therefore is exposed to interest rate volatility to the extent of EURIBOR fluctuation, and hence the Group is exposed to developments in European and international financial markets.

## **Construction market environment**

Construction costs represent by far the largest portion of expenses related to property development. Historically construction costs have fluctuated significantly. In the future any fluctuations in construction market conditions, including labour costs, material costs, demand and supply, may have a material effect on expenses and profitability of the Group.

## **Ability to acquire land plots**

Success of the Group's operations is dependent on the Group's ability to acquire land plots or properties for development in favourable locations at competitive prices, and develop them in efficient and timely manner. The Group has acquired most of its current land portfolio in 1990s and early 2000s and further successful acquisitions cannot be taken for granted.

Additionally, success of development projects relies on the Group's ability to forecast attractiveness of a chosen location. Location represents a substantial part of real estate property value, and attractiveness of locations tends to change over time depending on other real estate developments and/or changes in the city planning. Any positive developments in location's attractiveness can positively affect property value, and vice versa.

## **3. RECENT DEVELOPMENTS**

During the first half of 2012 the Group continued with projecting works of 3 new development projects: Peterburi Rd. Shopping Centre in Tallinn, the first phase of the second stage in Tondi Quarter in Tallinn and Tallinnas St. Residential Complex in Riga. Please also read Section 6 (*Projects and Properties*) of Part IX (*Business*) for further information on these projects.

In connection with the Peterburi Rd. Shopping Centre project the Group has signed the agreements for pre-projecting of tram line Majaka str. – Peterburi road 2, projecting of rainwater sewage line on Kivimurru street and connection agreement with AS Eesti Gaas. In June 2012 the Group received the building license for the entrance crossroad from the Peterburi road to the eastern side of the projected shopping centre. The building permit for construction of the first phase of the Peterburi Rd. Shopping Centre, i.e. the shopping centre, has been obtained. The Group has started successfully the leasing activities for Peterburi Rd. Shopping Centre premises with first lease agreements signed at the end of the first half of 2012 and lease agreement for hypermarket premises signed on 26 July 2012.

In the first half of 2012 the Group recorded net revenue of EUR 9.9 million, which represents 24% increase compared to the same period in 2011. Recorded net loss of EUR 2.9 million EUR included non-recurring costs related to IPO preparations in amount of EUR 0.4 million and additional provision regarding legal dispute in Netherlands in amount of EUR 0.7 million. Please also read Section 12 (*Legal Proceedings*) of Part IX (*Business*).

In Estonia 2 flats and 3 parking places were sold, as well as 6 lease agreements signed for parking places and 4 agreements for offices. PK Ilmarine Hotel showed results well above expectations, with occupancy rate growing by 4% and gross operating profit increasing more than 2 times to EUR 223 thousand.

In Latvia 1 flat has been sold and in total 20 lease agreements were signed for World Trade Centre office premises. The results of PK Riga Hotel improved, with occupancy rate growing by 26% and gross operating profit reaching EUR 283 thousand (8% increase).

In Lithuania 31 flats and commercial premises as well as 13 parking places were sold. Major part (27 flats and all parking places) was part of a bulk deal.

In Germany PK Parkhotel Kurhaus recorded occupancy rate decline of 13%, with gross operating profit decreasing by 2% to EUR 255 thousand. The company providing hotel and associated services

at PK Parkhotel Kurhaus was acquired in November 2011 and currently is undergoing the process of cost review and efficiency means.

#### 4. OUTLOOK FOR 2012

The Management Board believes that after bottoming-out during 2009 and 2010, real estate market in 2012 in Estonia, Latvia and Lithuania will continue moderate growth that was observed in 2011, following economic recovery in the Baltic States. Even though European sovereign debt situation represents a threat to economies of the Baltic States, positive growth of economy is expected in 2012 as the economies have gone through significant fiscal and structural reforms in the last several years. Economic growth in the region has been driven by improvement in fundamental factors, and finances of the governments of Estonia, Latvia and Lithuania have improved with budget deficits expected in 2012 below 3% level. Further economic recovery of the Baltic States is expected to positively affect real estate market as consumer confidence improves and demand for the property increases. The above mentioned factors should positively affect the Group's income from existing real estate and increase value of development projects.

The improving macroeconomic background in the Baltic States allows the Group to proceed with new developments as the increased consumer confidence and improved availability of financing increase the demand for both residential as well as retail real estate. The Group expects to complete the necessary preparatory works to be in position to commence the development of the Tondi Quarter, Peterburi Rd. Shopping Centre and Tallinas St. Residential Complex in 2012 and early 2013.

#### 5. INVESTMENTS, DIVESTMENTS AND DEVELOPMENT PROJECTS

##### **Main Investments, executed Acquisitions and Divestments as well as Commenced Development Projects between 2009 and 2011**

The Group's main investments normally include acquisitions of land and buildings and construction or renovation works related to real estate project development. During the period from 2009 until 2011 the Company did not make significant investments except for the investments described below. The main reasons for postponing development activity were unfavourable market conditions dictated by weak macroeconomic environment and limited internal financial resources of the Group. It was decided that postponing development of planned real estate projects would increase their value, taking into account expected real estate market recovery.

However, the main investments during the period from 2009 until 2011 include investments related to two real estate development projects implemented by the Group, including:

- **Second extension of Kristiine Shopping Centre in Tallinn.** The extension was developed and constructed in 2010. The extension resulted in additional GLA of 12,200 m<sup>2</sup>, renovation of the part of the existing parking house and creation of 7000 m<sup>2</sup> ground floor parking area increasing the total number of parking places to 1,130. The opening of the extension was on 30 September 2010. The yearly investments of the Group in this project were as follows: EUR 17,872,129 in 2010 and EUR 762,160 in 2011;
- **Development of Šaltinių Namai Residential Complex in Vilnius.** The yearly investments of the Group in this project were as follows: EUR 6,659,159 in 2009, EUR 1,197,027 in 2010 and EUR 872,872 in 2011. Please also read "Šaltinių Namai Residential Complex" in Section 6 (Portfolio of Projects and Property) of Part IX (Business) regarding the development of Šaltinių Namai Residential Complex.

##### **Projects in Progress**

Currently the Group is only completing interior works in its residential development projects in Estonia and Lithuania. Please also read Section 6 (Portfolio of Projects and Property) of Part IX (Business) regarding its residential development projects.

##### **Projects in Early Development Stage**

Three development projects of the Group are in early development stage, yet active planning of the projects is being performed. Development of these projects depends on a number of factors, including

availability of financing, and hence there are no specific execution plans prepared yet. These projects are:

- **Development of Peterburi Rd. Shopping Centre.** Total investment into the project is expected to amount to EUR 88.9 million. Please also read "Peterburi Rd. Shopping Centre" in Section 6 (Portfolio of Projects and Property) of Part IX (Business) regarding the development of Peterburi Rd. Shopping Centre;
- **Development of the second stage of Tondi Quarter.** Total investment into the development of Tondi Quarter is expected to amount to EUR 118.1 million. Total investment into the development of the first part of the second phase of Tondi Quarter is expected to amount to EUR 11 million. Please also read "Tondi Quarter" in Section 6 (*Projects and Property*) of Part IX (*Business*) regarding the development of Tondi Quarter;
- **Development of Tallinas St. Residential Complex.** Total investment into the development of Tallinas St. Residential Complex in Riga is expected to amount to EUR 29.1 million. Please also read "**Tallinas St. Residential Complex**" in Section 6 (*Projects and Property*) of Part IX (*Business*) regarding the development of Tallinas St. Residential Complex.

### Projects under consideration

There are also other development projects in the portfolio of the Group that are being considered in the longer term. These projects are:

- **Kalaranna Residential Complex.** Total investment is expected to amount to EUR 58.7 million. Development is expected to start in 2013. Please also read "Kalaranna Residential Complex" in Section 6 (*Projects and Property*) of Part IX (*Business*);
- **Klīversala Residential Complex.** Total investment is expected to amount to EUR 91.4 million. Development is expected to start in 2014. Please also read "Klīversala Residential Complex" in Section 6 (*Projects and Property*) of Part IX (*Business*);
- **Zvaigznes Centre.** Total investment is expected to amount to EUR 24.0 million. Development is expected to start in 2013. Please also read "Zvaigznes Centre" in Section 6 (*Projects and Property*) of Part IX (*Business*).

For more information regarding properties, which the Group considers to develop in the longer term, please read Section 6 (*Projects and Property*) of Part IX (*Business*).

### Investments in 2012

Investments into the development projects during six months ended 30 June 2012 are indicated in the table below:

Name of the Project	Investment
Kalaranna Residential Complex	EUR 3,835
Tondi Quarter	EUR 15,092
Peterburi Rd. Shopping Centre	EUR 229,841
Tallinas St. Residential Complex	EUR 541
Zvaigznes Centre	EUR 2,277
Šaltinių Namai Residential Complex	EUR 163,110

Please also see Section 9 (*Material Contracts*) of Part IX (*Business*) for the information on the material contracts that have brought and will bring in the future investment obligations to the Group.

## 6. IMPORTANT ACCOUNTING POLICIES

The Financial Statements of the Company have been prepared in accordance with the IFRS-EU, and in accordance with Estonian Accounting Act.

### Classification of real estate

Decision of real estate classification to inventory, investment property or tangible assets is done based on Management Board's intention for the future use of the object.

Real estate is recognized as inventory if the objective is sale or resale of real estate during ordinary course of business.

Real estate is recognized as investment property if the objective is to gain lease income, or real estate is held or developed for lease purpose. In addition, such real estate may be held for long-term capital appreciation.

Real estate used for rendering other business services or used for administrative purposes and with a useful life of over one year is considered to be tangible assets.

#### **Valuation of inventory and investment property**

According to the Company's principles, inventories are stated on the balance sheet at the lower of cost value or net realizable value. Net realizable value test is carried out annually and independent certified real estate appraiser's reports are used if deemed necessary.

The Company values the investment properties at their fair value determined by the Management Board estimates and independent certified real estate appraisers. In determination of the fair value two methods are used: discounted cash flow method and comparative transaction price method.

#### **Use of judgements, estimates and assumptions**

The preparation of financial statements in conformity with IFRS-EU requires the use of certain critical accounting estimates. It also requires the Management Board to exercise its judgment in the process of applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 2 of the Special Purpose Combined Financial Statements and the Interim Financial Statements.

## **7. RESULTS OF OPERATIONS**

*The following subsections analyse the financial results of the Group for the financial years ended 31 December 2009, 2010 and 2011 and for the six months ended 30 June 2012. Financial Information presented in Section 7 (Results of Operations) has been derived from the Group's Special Purpose Combined Financial Statements for the three financial years ended 31 December 2009, 2010, 2011, and from the Interim Financial Statements for the six months ended 30 June 2012.*

The Group's operations are spread across four geographical segments: Estonia, Latvia, Lithuania, and Germany.

The Group's operations in **Estonia** mainly consist of the development and sales of apartments in premium residential real estate properties, development and lease of premises in retail and office properties, and management of cash flow generating retail, office and hotel properties. The revenue generated by this segment is directly dependent on the overall sentiment in the premium residential real estate market in Tallinn and the stock of apartments to be sold available to the Group, overall retail sector sentiment in Tallinn as well as stage of the lifecycle of the Group's commercial developments, and overall tourism market trends in Tallinn.

The share of the Estonian segment as a percentage of total revenues of the Group has been relatively stable in 2009-2011 amounting to 61% in 2011, 56% in 2010 and 62% in 2009. However, the share of revenues from Estonian segment to Group's total revenues decreased substantially in the first half of 2012 amounting to 17%.

The Group's operations in **Latvia** mainly consist of the development and sales of apartments in premium residential real estate properties, development and lease of office properties, and management of cash flow generating hotel properties. The revenue generated by this segment is directly dependent on the overall sentiment in the premium residential real estate market in Riga and the stock of apartments to be sold available to the Group, the sentiment in the office property market in Riga, and overall tourism market trends in Riga.

The share of the Latvian segment as a percentage of total revenues of the Group was 14% in the first half of 2012, compared to 17% in 2011, 11% in 2010 and 26% in 2009.

The Group's operations in **Lithuania** mainly consist of the development and sales of apartments in premium residential real estate properties. The revenue generated by this segment is directly depend-

ent on the overall sentiment in the premium residential real estate market in Vilnius and the stock of apartments to be sold available to the Group.

The share of the Lithuanian segment as a percentage of total revenues of the Group increased in the first half of 2012 to 54% compared to 20% in 2011, 31% in 2010 and 10% in 2009. The share of revenues stemming from Lithuania has been dependent on the presales and sales of Šaltinių Namai Residential Complex.

The Group's operations in **Germany** consist of the development and management of PK Parkhotel Kurhaus located in Bad Kreuznach, Germany. The revenue generated by this segment is directly dependent on the overall tourism market trends in Bad Kreuznach and its surrounding area.

The share of the German segment as a percentage of total revenues of the Group has been stable amounting to 2% in all three years of 2011, 2010, and 2009. However, the share of the German segment increased to 15% in the first half of 2012 with the Company's acquisition of German hotel operator in November 2011.

It should be noted that a single sizeable transaction in a particular segment in a particular period may change the share of that particular segment in total Group's revenues significantly. However, such changes do not reflect the overall trend in segment revenues.

The following table presents the Group's results of operations for the periods indicated:

Profit and loss account ('000 EUR)	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>17,449</b>	<b>8,016</b>	<b>9,932</b>
Estonia	13,534	11,779	10,569	5,623	1,715
Latvia	5,759	2,356	3,038	1,195	1,362
Lithuania	2,269	6,480	3,406	980	5,317
Germany	437	436	436	218	1,538
Cost of goods sold	-17,917	-17,015	-16,407	-5,756	-8,070
<b>Gross profit</b>	<b>4,082</b>	<b>4,036</b>	<b>1,042</b>	<b>2,260</b>	<b>1,862</b>
Marketing expenses	-1,103	-609	-352	-169	-289
Administrative expenses	-4,130	-4,029	-5,237	-2,776	-2,707
Other operating income	1,357	219	54,280	54,692	118
Other operating expenses	-1,397	-4,600	-1,875	-471	-1,220
<b>Operating profit / loss</b>	<b>-1,191</b>	<b>-4,983</b>	<b>47,858</b>	<b>53,536</b>	<b>-2,236</b>
Financial income	2,733	2,120	4,770	659	16
Financial expenses	-2,883	-4,174	-2,877	-2,155	-679
<b>Profit / loss before tax</b>	<b>-1,341</b>	<b>-7,037</b>	<b>49,751</b>	<b>52,040</b>	<b>-2,899</b>
Income tax	26	17	351	7	14
<b>Profit / loss for the period</b>	<b>-1,315</b>	<b>-7,020</b>	<b>50,102</b>	<b>52,047</b>	<b>-2,885</b>
Net profit / loss attributable to:					
Equity holders of the parent	-3,455	-7,413	21,931	23,909	-2,889
Non-controlling interest	2,140	393	28,171	28,138	4

The following table presents the Group's certain income and expense items as a percentage of total revenue for the periods indicated in order to illustrate the relative weight of the key income and expense items in relation to the total revenue of the Group:

Profit and loss account (%)	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Total revenue</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Estonia	62%	56%	61%	70%	17%
Latvia	26%	11%	17%	15%	14%
Lithuania	10%	31%	20%	12%	54%
Germany	2%	2%	2%	3%	15%

Cost of goods sold	-81%	-81%	-94%	-72%	-81%
<b>Gross profit</b>	<b>19%</b>	<b>19%</b>	<b>6%</b>	<b>28%</b>	<b>19%</b>
Marketing expenses	-5%	-3%	-2%	-2%	-3%
Administrative expenses	-19%	-19%	-30%	-35%	-27%
Other operating income	6%	1%	311%	682%	1%
Other operating expenses	-6%	-22%	-11%	-6%	-12%
<b>Operating profit / loss</b>	<b>-5%</b>	<b>-24%</b>	<b>274%</b>	<b>668%</b>	<b>-23%</b>
Financial income	12%	10%	27%	8%	0%
Financial expenses	-13%	-20%	-16%	-27%	-7%
<b>Profit / loss before tax</b>	<b>-6%</b>	<b>-33%</b>	<b>285%</b>	<b>649%</b>	<b>-29%</b>
Income tax	0%	0%	2%	0%	0%
<b>Profit / loss for the period</b>	<b>-6%</b>	<b>-33%</b>	<b>287%</b>	<b>649%</b>	<b>-29%</b>

Net profit / loss attributable to:

Equity holders of the parent	-16%	-35%	126%	298%	-29%
Non-controlling interest	10%	2%	161%	351%	0%

### The Group's Business Lines

In addition to geographical segmentation described above the Group's revenues can also be divided along four business lines - sales of real estate, rental income, real estate management, and other operations. Sales of real estate consist of the development and sales of apartments in premium residential real estate properties in the Baltic capitals. Lease of commercial premises includes the development and lease of premises in retail and office properties in the Baltic capitals. Real estate management business line revenues are generated by the management of cash flow generating retail, office and hotel properties. Other operations mainly include provision of consulting or other services.

The following table presents the Group's revenue split by business lines:

('000 EUR)	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>17,449</b>	<b>8,016</b>	<b>9,932</b>
Sales of real estate	5,958	7,310	7,490	1,401	5,661
Rental income	9,005	7,472	4,138	3,449	500
Real estate management income	6,655	5,355	4,719	2,734	2,808
Other services	381	914	1,102	432	963

The following table presents the Group's business line revenue as a percentage of total revenue for the periods indicated in order to illustrate the relative weight of the business line revenue in relation to the total revenue of the Group:

Profit and loss account (%)	Financial year ended 31 December			Six months ended 30 June	
	2009	2010	2011	2011	2012
<b>Total revenue</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Sales of real estate	27%	35%	43%	17%	57%
Rental income	41%	35%	24%	43%	5%
Real estate management income	30%	25%	27%	34%	28%
Other services	2%	4%	6%	5%	10%

## Six Months Ended 30 June 2012 Compared to Six Months Ended 30 June 2011

The table below presents the summary of the Group's profit and loss account for the first half of 2012 and 2011 as well as the year-on-year change in the key revenue and expense items.

Profit and loss account ('000 EUR)	Six months ended 30 June		Change, %
	2011	2012	
<b>Total revenue</b>	<b>8,016</b>	<b>9,932</b>	<b>24%</b>
Cost of goods sold	-5,756	-8,070	40%
<b>Gross profit</b>	<b>2,260</b>	<b>1,862</b>	<b>-18%</b>
Marketing expenses	-169	-289	71%
Administrative expenses	-2,776	-2,707	-2%
Other operating income	54,692	118	-100%
Other operating expenses	-471	-1,220	159%
<b>Operating profit / loss</b>	<b>53,536</b>	<b>-2,236</b>	<b>-104%</b>
Financial income	659	16	-98%
Financial expenses	-2,155	-679	-68%
<b>Profit / loss before tax</b>	<b>52,040</b>	<b>-2,899</b>	<b>-106%</b>
Income tax	7	14	100%
<b>Profit / loss for the period</b>	<b>52,047</b>	<b>-2,885</b>	<b>-106%</b>

### Revenue

('000 EUR)	Six months ended 30 June		Change, %
	2011	2012	
<b>Total revenue</b>	<b>8,016</b>	<b>9,932</b>	<b>24%</b>
Estonia	5,623	1,715	-70%
Latvia	1,195	1,362	14%
Lithuania	980	5,317	443%
Germany	218	1,538	606%

Consolidated revenue of the Group in the first half of 2012 increased by 24% compared to the corresponding period of 2011 and amounted to EUR 9,932 thousand.

Revenue from Estonia in the first half of 2012 decreased by 70% and amounted to EUR 1,715 thousand. One of the main reasons for lower revenue from Estonia was decrease in rental revenue due to the divestment of Kristiine Shopping Centre in 2011. Another reason for the decrease in revenues from Estonia was lower level of apartment inventory available for sale in the first half of 2012.

Revenue generated in Latvia increased by 14% in the first half of 2012 and amounted to EUR 1,362 thousand. Increase in revenue is attributable to higher rental income and revenue from hotel operations. Additionally, some inventory had been sold in the first half of 2012.

Revenue earned from Lithuania increased by 443% in the first half of 2012 and amounted to EUR 5,317 thousand. Such substantial increase was related to high level of sales of real estate in Šaltinių Namai Residential Complex.

Revenue from Germany increased substantially, reaching EUR 1,538 thousand in the first half of 2012. The Group acquired the hotel operating company in the end of 2011, and hence revenue for the first half of 2011 included only hotel management income, whereas revenue for the first half of 2012 includes also direct hotel revenues.

### Costs of goods sold

('000 EUR)	Six months ended 30 June		Change, %
	2011	2012	
<b>Total costs of goods sold</b>	<b>5,756</b>	<b>8,070</b>	<b>40%</b>

<i>Overall gross margin, %</i>	28%	19%	<i>n/a</i>
Sales of real estate	1,309	4,419	238%
Rental services	1,416	490	-65%
Real estate management	2,827	2,076	-27%
Other services	204	1,085	432%

The Group's costs of goods sold increased in the first half of 2012 by 40% and reached EUR 8,070 thousand. Increase in costs was higher than sales growth, which resulted in lower gross margin of 19% compared to 28% in the first half of 2011.

Cost of real estate sales constituted the largest part of the total costs of goods sold. Cost of real estate sales increased significantly in the first half of 2012 following more active sales of apartments by the Group and totalled EUR 4,419 thousand, representing 238% increase.

Costs of rental services decreased mainly because of sale of Kristiine Shopping Centre. Cost of providing rental services totalled EUR 490 thousand in the first half of 2012 (-65% in comparison to the corresponding period of 2011).

Costs of providing real estate management decreased by 27% in the first half of 2012 to EUR 2,076 thousand. This decrease was offset by an increase in costs of providing other services that totalled EUR 1,085 thousand in the first six months of 2012. This was related to a change in service classification in the first half of 2012.

### **Operating expenses**

('000 EUR)	Six months ended 30 June		Change, %
	2011	2012	
<b>Total operating expenses</b>	<b>2,945</b>	<b>2,996</b>	<b>2%</b>
Marketing expenses	169	289	71%
Administrative expenses	2,776	2,707	-2%
<i>Staff expenses</i>	<i>1,348</i>	<i>995</i>	<i>-26%</i>
<i>Other administrative expenses</i>	<i>1,428</i>	<i>1,712</i>	<i>20%</i>

The Group increased marketing expenses significantly in the first half of 2012 to EUR 289 thousand, which was related to higher level of sales of real estate.

Administrative expenses of the Group decreased slightly in the first half of 2012 and amounted to EUR 2,707 thousand (-2% in comparison to the first half of 2011). The slight decrease was mainly caused by the 26% decrease in staff expenses, which was almost offset by 20% increase in other administrative expenses.

### **Other operating income and expenses**

The Group's other income in the first half of 2012 amounted to EUR 118 thousand. The figure is not substantial as the Group had not sold any investment property during this period.

Other expenses of the Group increased by 159% and reached EUR 1,220 thousand in the first half of 2012. The increase is mainly attributable to the provision of EUR 709 thousand related to a pending legal dispute. Please also read Section 12 (*Legal Proceedings*) of Part IX (*Business*).

### **Financial income and expenses**

Financial income of the Group in the first half of 2012 decreased to EUR 16 thousand.

Financial expenses of the Group decreased significantly to EUR 679 thousand in the first half of 2012 as the Group's financial debt had decreased substantially.

### **Income tax**

The Group has incurred income tax cost in the amount of EUR 14 thousand in the first half of 2012.

### **Net profit**

The Group incurred a net loss in the first half of 2012 in the amount of EUR 2,885 thousand.



## Financial Year Ended 31 December 2011 Compared to Financial Year Ended 31 December 2010

The table below presents the summary of the Group's profit and loss account for 2011 and 2010 as well as the year-on-year change in the key revenue and expense items.

Profit and loss account ('000 EUR)	Financial year ended 31 December		Change, %
	2010	2011	
<b>Total revenue</b>	<b>21,051</b>	<b>17,449</b>	<b>-17%</b>
Cost of goods sold	-17,015	-16,407	-4%
<b>Gross profit</b>	<b>4,036</b>	<b>1,042</b>	<b>-74%</b>
Marketing expenses	-609	-352	-42%
Administrative expenses	-4,029	-5,237	30%
Other operating income	219	54,280	24,685%
Other operating expenses	-4,600	-1,875	-59%
<b>Operating profit / loss</b>	<b>-4,983</b>	<b>47,858</b>	<b>n/a</b>
Financial income	2,120	4,770	125%
Financial expenses	-4,174	-2,877	-31%
<b>Profit / loss before tax</b>	<b>-7,037</b>	<b>49,751</b>	<b>n/a</b>
Income tax	17	351	1,965%
<b>Profit / loss for the period</b>	<b>-7,020</b>	<b>50,102</b>	<b>n/a</b>

### Revenue

('000 EUR)	Financial year ended 31 December		Change, %
	2010	2011	
<b>Total revenue</b>	<b>21,051</b>	<b>17,449</b>	<b>-17%</b>
Estonia	11,779	10,569	-10%
Latvia	2,356	3,038	29%
Lithuania	6,480	3,406	-47%
Germany	436	436	0%

Consolidated revenue of the Group in 2011 decreased by 17% and amounted to EUR 17,449 thousand.

Revenue from Estonia in 2011 decreased by 10% and amounted to EUR 10,569 thousand. The Group increased the revenue from sales of real estate in Estonia considerably as inventory related to Ilmarine Quarter, Tondi Quarter and other projects was sold amid market recovery. However, this effect was outweighed by a substantial decrease in revenue earned from lease of commercial premises and from real estate management as Kristiine Shopping Centre was divested during the first half of 2011.

Revenue generated in Latvia increased by 29% in 2011 and amounted to EUR 3,038 thousand. The Group increased the revenue from sales of real estate in Latvia as inventory related to completed projects was sold as market recovered. Revenue from PK Riga Hotel operations also showed growth as both occupancy rate and average room price improved in 2011. Meanwhile rental income from World Trade Centre Riga project remained stable in 2011.

Revenue earned from Lithuania decreased by 47% in 2011 and amounted to EUR 3,406 thousand. The decrease was related to the lower level of sales of real estate in Šaltinių Namai Residential Complex, where most of the inventory from the first stage of the project had already been sold.

Revenue from Germany stayed at the same level of EUR 436 thousand in 2011 as the PK Parkhotel Kurhaus operations remained stable.

### Costs of goods sold

('000 EUR)	Financial year ended 31 December		Change, %
	2010	2011	
<b>Total costs of goods sold</b>	<b>17,015</b>	<b>16,407</b>	<b>-4%</b>

<i>Overall gross margin, %</i>	19%	6%	n/a
Sales of real estate	7,733	9,685	25%
Rental services	2,977	1,928	-35%
Real estate management	5,902	4,333	-27%
Other services	403	461	14%

The Group's costs of goods sold slightly decreased in 2011. The total costs of goods sold amounted to EUR 16,407 thousand, resulting in overall gross margin of 6% in 2011. Even though costs of sales decreased, more significant deterioration of sales resulted in lower gross margin when compared to 19% observed in 2010.

Cost of real estate sales constituted the largest part of the total costs of goods sold. Cost of real estate sales increased significantly in 2011 mainly because of inventory write-off in the amount of EUR 3,028 thousand and totalled EUR 9,685 thousand representing a 25% increase.

Cost base of rental and real estate management revenue decreased mainly because of sale of Kristiine Shopping Centre during the first half of 2011. Cost of providing rental services totalled EUR 1,928 thousand in 2011 (-35% in comparison to 2010) and cost of real estate management amounted to EUR 4,333 thousand in 2011 (-27% in comparison to 2010).

Cost of providing other services reached EUR 461 thousand in 2011.

### **Operating expenses**

('000 EUR)	Financial year ended 31 December		Change, %
	2010	2011	
<b>Total operating expenses</b>	<b>4,638</b>	<b>5,589</b>	<b>21%</b>
Marketing expenses	609	352	-42%
Administrative expenses	4,029	5,237	30%
<i>Staff expenses</i>	<i>1,656</i>	<i>2,399</i>	<i>45%</i>
<i>Other administrative expenses</i>	<i>2,373</i>	<i>2,838</i>	<i>20%</i>

In 2011 marketing expenses of the Group decreased significantly and amounted to EUR 352 thousand. The Group reduced its marketing expenses mainly due to a lower amount of inventory of residential apartments available for sale.

Level of administrative expenses of the Group in 2011 increased and amounted to EUR 5,237 thousand. The 30% increase was mainly driven by 45% higher staff costs reaching EUR 2,399 thousand. The higher staff costs in 2011 were associated with bonuses related to the sale of Kristiine Shopping Centre and by the addition of new employees to the in-house engineering department of the Group. Other administrative costs in 2011, which increased to EUR 2,838 thousand, were affected by the additional costs incurred by the Offering procedure of the Group and also with the costs related to the sale of Kristiine Shopping Centre.

### **Other operating income and expenses**

The Group's other income in 2011 amounted to EUR 54,280 thousand, which is considerably more than EUR 219 thousand in 2010. The substantial increase in other income in 2011 was attributable to the income from divestment of Kristiine Shopping Centre in the first half of the year.

Other expenses of the Group in 2011 decreased to EUR 1,875. The decrease was caused by a lower level of provisions recognised. In 2011 provisions recognised amounted to EUR 700 thousand. In 2010 the respective figure was significantly higher and stood at EUR 3,585 thousand due to a legal dispute related to the divested Domina Shopping Centre in Riga. Most of the provisions made were regained in 2011 and were recorded under the financial income as income from subsidiaries due to the fact that the subsidiary involved in the dispute was profitably divested in 2011.

### **Financial income and expenses**

Financial income of the Group amounted to EUR 4,770 thousand in 2011, demonstrating a substantial increase from 2010. The increase was driven by income arising from transactions with participations in

subsidiaries amounting to EUR 2,736 thousand, which was recorded due to the sale of two subsidiaries of the Group: Pro Kapital Rus LLC and PK Investments SIA.

Financial expenses of the Group decreased to EUR 2,877 thousand in 2011. The interest expenses in 2011 were significantly lower as the debt associated with Kristiine Shopping Centre was repaid in May 2011.

#### **Income tax**

The Group has incurred income tax cost in the amount of EUR 351 thousand in 2011.

#### **Net profit**

The Group's net profit in 2011 totalled EUR 50,102 thousand, a EUR 57,122 thousand increase compared to 2010. Such a significant increase in net profit is to a large extent attributable to income from the sale of Kristiine Shopping Centre.

### **Financial Year Ended 31 December 2010 Compared to Financial Year Ended 31 December 2009**

The table below presents the summary of the Group's profit and loss account for 2010 and 2009 as well as the year-on-year change in the key revenue and expense items.

<b>Profit and loss account ('000 EUR)</b>	<b>Financial year ended 31 December</b>		<b>Change, %</b>
	<b>2009</b>	<b>2010</b>	
<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>-4%</b>
Cost of goods sold	-17,917	-17,015	-5%
<b>Gross profit</b>	<b>4,082</b>	<b>4,036</b>	<b>-1%</b>
Marketing expenses	-1,103	-609	-45%
Administrative expenses	-4,130	-4,029	-2%
Other operating income	1,357	219	-84%
Other operating expenses	-1,397	-4,600	229%
<b>Operating profit / loss</b>	<b>-1,191</b>	<b>-4,983</b>	<b>-318%</b>
Financial income	2,733	2,120	-22%
Financial expenses	-2,883	-4,174	45%
<b>Profit / loss before tax</b>	<b>-1,341</b>	<b>-7,037</b>	<b>-425%</b>
Income tax	26	17	-35%
<b>Profit / loss for the period</b>	<b>-1,315</b>	<b>-7,020</b>	<b>-434%</b>

#### **Revenue**

<b>('000 EUR)</b>	<b>Financial year ended 31 December</b>		<b>Change, %</b>
	<b>2009</b>	<b>2010</b>	
<b>Total revenue</b>	<b>21,999</b>	<b>21,051</b>	<b>-4%</b>
Estonia	13,534	11,779	-13%
Latvia	5,759	2,356	-59%
Lithuania	2,269	6,480	186%
Germany	437	436	-0%

Consolidated revenue of the Group in 2010 remained relatively stable, decreasing by 4% and amounted to EUR 21,051 thousand.

Revenue from Estonia decreased by 13% in 2010 and amounted to EUR 11,779 thousand. Revenue from Latvia decreased by 59% in 2010 and amounted to EUR 2,356 thousand. Both segments' results were negatively affected by unfavourable market environment in the commercial real estate field in the Baltic States, a standstill in the residential real estate market and a small number of sellable apartments in the Group's portfolio in Latvia and Estonia.

Revenue from Lithuania increased by 186% in 2010 and amounted to EUR 6,480 thousand. The significant increase was caused by active sales of real estate in the Šaltinių Namai Residential Complex.

Revenue from Germany decreased slightly and amounted to EUR 436 thousand in 2010 as the PK Parkhotel Kurhaus operations remained stable.

### **Costs of goods sold**

('000 EUR)	Financial year ended 31 December		Change, %
	2009	2010	
<b>Total costs of goods sold</b>	<b>17,917</b>	<b>17,015</b>	<b>-5%</b>
Overall gross margin, %	19%	19%	n/a
Sales of real estate	8,212	7,733	-6%
Rental services	2,748	2,977	8%
Real estate management	6,930	5,902	-15%
Other services	27	403	1,393%

The Group managed to decrease the total costs of goods sold in 2010 by 5%, resulting in increase of gross margin to 19%.

The cost of real estate sales constituted by far the largest part of total costs of goods sold. Costs of real estate sales decreased slightly along with the decrease in construction costs and totalled EUR 7,733 thousand in 2010.

The Group had quite a stable cost base in providing rental and facility management services, thus negative changes in revenue due to unfavourable market conditions had an adverse effect on gross profit. Costs of providing rental services increased to EUR 2,977 thousand in 2010. Costs of hotel operations in turn decreased to EUR 5,902 thousand in 2010.

Costs of providing other services increased to EUR 403 thousand in 2010.

### **Operating expenses**

('000 EUR)	Financial year ended 31 December		Change, %
	2009	2010	
<b>Total operating expenses</b>	<b>5,233</b>	<b>4,638</b>	<b>-11%</b>
Marketing expenses	1,103	609	-45%
Administrative expenses	4,130	4,029	-2%
Staff expenses	1,704	1,656	-3%
Other administrative expenses	2,426	2,373	-2%

The Group decreased marketing expenses significantly in 2010 to EUR 609 thousand from EUR 1,103 thousand in 2009.

The level of administrative expenses of the Group in 2010 remained stable, reaching EUR 4,029 thousand (-2% in comparison to 2009).

### **Other operating income and expenses**

The Group's other income in 2010 amounted to EUR 219 thousand. The figure is not substantial as the Group had not sold any investment property during 2010.

Other expenses of the Group decreased to EUR 4,600 thousand in 2010. Provisions of EUR 3,585 thousand due to a legal dispute related to the divested shopping centre Domina Shopping represented the largest portion of other expenses in 2010.

### **Financial income and expenses**

Financial income of the Group in 2010 decreased to EUR 2,120 thousand.

Financial expenses of the Group increased significantly to EUR 4,174 thousand in 2010. The rise in interest expenses in 2010 was caused mainly due to interest paid to convertible bonds issued in 2010.

### **Income tax**

The Group has incurred income tax cost in the amount of EUR 17 thousand in 2010.

### **Net profit**

Due to the reasons described above, the Group's net loss was larger in 2010 than in 2009 by EUR 5,705 thousand and amounted to EUR 7,020 thousand.

## **8. FINANCIAL RISK MANAGEMENT**

The management of financial risks is centralized in the Group's financial department, which is responsible for all the borrowings within the Group as well as all exposure linked to the interest, currency, credit, liquidity, and fair value risks.

### **Interest Rate Risk**

The loans and borrowings of the Group include instruments with both fixed and floating rate interest rates. Interest risk arises from the floating rate borrowings that are mostly related to EURIBOR base rate. Changes in floating interest rates and changes in average market interest rates affect the Group's interest expenses. The Group regularly compares potential losses arising from interest rate fluctuation against the cost of hedging. In a majority of instances, no hedging has taken place, since the hedging expenses would have exceeded the potential losses arising from interest rate fluctuations.

### **Currency Risk**

Foreign exchange risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency that is not the entity's functional currency. The revenue of the Group is primarily denominated in EUR, LVL and LTL, while the expenses of the Group are primarily denominated in EUR. Thus the Group's main currency risk is that the rate at which LVL and LTL are pegged to EUR changes or that any of these currencies ceases to be pegged to EUR.

The Group has not hedged against currency risk, as the Management Board has not deemed the foreign currency risk arising from the potential changes to the currency pegs significant.

### **Credit Risk**

The Group's maximum credit risk exposure in respect of unsecured current and non-current receivables as at 30 June 2012 was EUR 2,623 thousand (EUR 2,543 thousand as at 30 June 2011). There is no significant concentration of credit risk within the Group.

### **Liquidity Risk**

The Management Board's objective for managing the Group's liquidity risk is to maintain a balance between continuity of funding and flexibility through the use of bank overdrafts, bank loans, bonds and other debentures. Excess liquidity in case such arises is invested in short-term money market instruments through credit institutions.

### **Fair Value**

The Management Board believes that there might be differences between the carrying value and the fair value of assets and liabilities in the Group's Financial Statements due to inventories being accounted for at cost value on the balance sheet and therefore their book value being significantly lower than the value attributed to inventories by independent appraisers report.

Other than that the Management Board believes that there are no significant differences between the carrying value and the fair value of assets and liabilities in the Group's Financial Statements as investment property and tangible assets (hotels owned by the Group are accounted as tangible assets) are measured using the fair value method, and revaluation is performed on regular basis as required by regulations.

## **9. CAPITAL RISK MANAGEMENT**

The purpose of capital risk management is to provide the Group's sustainability and to ensure profit for the shareholders through optimal structure of capital. Please refer to the Special Purpose Combined Financial Statements and the Interim Financial Statements for further information.

## Liquidity and Capital Resources

The Group finances its activities through using internal and external sources of capital:

- the Group uses working capital (defined as current assets minus current liabilities) management on a regular basis as a tool for achieving its overall capital structure strategies. The Group regularly inspects its receivables and actively reviews customer policies, if needed;
- retained earnings are substantial source of internal financing;
- the Group has repeatedly issued convertible bonds in order to finance its activities; and
- even though bank loans are used as a source of external financing, the Company is very cautious when it comes to debt financing and strives to keep debt financing at less than 50% of total capital. The Company monitors on regular basis its interest coverage, gearing and debt/equity indicators. As the debt financing implies stricter restrictions to the Company's ownership structure, lending and asset transfer procedures, debt financing has to be approved by the Company's Supervisory Council.

The table below presents the Group's capital resources as at 30 June 2012:

<b>('000 EUR)</b>	<b>As at 30 June 2012</b>
Working capital	43,559
Retained earnings	46,735
Convertible bonds	11,272
Bank loans	12,223

Please refer to the Special Purpose Combined Financial Statements and the Interim Financial Statements for further information.

## Cash Flows

The Group calculates cash flows using the indirect method. The Group finances its investments and operations partly from cash flows from operating activities and partly from borrowings from third parties. The following table presents the Group's cash flows for the periods indicated:

<b>('000 EUR)</b>	<b>Financial year ended 31 December</b>			<b>Six months ended 30 June 2012</b>
	<b>2009</b>	<b>2010</b>	<b>2011</b>	
Net cash from / used in operating activities	11,286	933	-19,394	-3,158
Net cash from / used in investing activities	-403	-14,768	95,764	-289
Net cash from / used in financing activities	-9,604	11,870	-68,927	-3,048
<b>NET CASH FLOW</b>	<b>1,279</b>	<b>-1,965</b>	<b>7,443</b>	<b>-6,495</b>

## Cash flows from operating activities

The Group's cash flows from operating activities consist of recurring revenues (including sales of residential real estate, rental income, income from providing real estate management and other services), costs related to such sales and overhead expenses. Cash flows from operating activities do not include revenues from the sale of investment properties.

The following table presents the Group's cash flows from operating activities for the periods indicated:

<b>('000 EUR)</b>	<b>Financial year ended 31 December</b>			<b>Six months ended 30 June 2012</b>
	<b>2009</b>	<b>2010</b>	<b>2011</b>	
Profit (loss) for the period	-1,315	-7,020	50,102	-2,885

*Adjustments:*

Depreciation charge for the period	677	605	572	650
Amortization charge for the period	3	-43	19	4
Loss from change in fair value of investment property	0	0	331	230
Profit from sale of investment property	0	0	-54,057	0
Interest income	-2,097	-2,150	-1,514	-16
Income from subsidiaries	-635	0	-2,736	0
Interest expenses	3,205	4,046	3,097	679
Non-monetary transactions	11,841	-1,613	-1,081	614
<i>Change in:</i>				
Current receivables	1,861	1,742	6,697	8
Inventories	979	9,200	5,550	3,791
Customer advances	-1,653	-1,610	-514	-259
Current payables	-387	823	-1,857	-294
Taxes payable	298	-301	-83	11
Short-term provisions	282	3,900	-3,093	664
Other long-term provisions	0	-300	0	132
Deferred income tax liability	-105	-26	1,543	-84
Long-term provisions	59	69	7	-121
Other changes	-1,727	-6,389	-22,377	-6,282
<b>Net cash from (used in) operating activities</b>	<b>11,286</b>	<b>933</b>	<b>-19,394</b>	<b>-3,158</b>

Cash flows from operating activities of the Group have fluctuated significantly. In 2009 the Group's cash flow from operating activities was significantly positive, totalling EUR 11.3 million. In 2010 cash flow from operating activities decreased to EUR 0.9 million. In 2011 operating cash flow decreased further to the negative amount of EUR 19.4 million and in the first half of 2012 it was EUR -3.2 million.

Very important factor that affected cash flows from operating activities was change in balance sheet items. Changes in working capital items (current receivables, inventories, customer advances, current payables, taxes payable and short-term provisions) resulted in positive cash flows of EUR 1.4 million in 2009, EUR 13.8 million in 2010, EUR 6.7 million in 2011 and EUR 3.9 million in the first half of 2012, mainly caused by decreasing levels of inventories and current receivables. Hence, changes in working capital items positively affected cash flows in 2009, 2010, 2011 and the first half of 2012.

In 2011 and the first half of 2012 operating cash flow was negatively affected by other changes in balance sheet items. Other changes amounted to EUR -1.7 million in 2009, EUR -6.4 million in 2010, EUR -22.4 million in 2011 and EUR -6.3 million in the first half of 2012. Other changes in cash flow items resulted mainly from non-monetary settlements of transactions resulting from the Division carried out during the second half of 2011.

**Cash flows from investing activities**

The Group's cash flows from investing activities consist of cash flows related to investments in fixed assets and investment property, sale of fixed assets and investment property, acquisitions and disposals of subsidiaries, as well as interest received.

The following table presents the Group's cash flows from investing activities for the periods indicated:

('000 EUR)	Financial year ended 31 December			Six months ended 30 June
	2009	2010	2011	2012
Additions to fixed assets	-95	-43	-39	-66
Additions to investment property	-1,101	-14,832	-332	-230
Proceeds from sale of investment property	0	0	104,997	0
Acquisition of subsidiaries	93	107	-22,825	-9
Disposal of subsidiaries	700	0	6,323	0
Interests collected	0	0	7,641	16

<b>Net cash from (used in) investing activities</b>	<b>-403</b>	<b>-14,768</b>	<b>95,764</b>	<b>-289</b>
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Cash flows from investing activities of the Group have been varying significantly lately. The Group's cash flows from investing activities amounted to EUR -0.4 million in 2009, EUR -14.8 million in 2010, EUR 95.8 million in 2011 and EUR -0.3 million in the first half of 2012. Significantly positive cash flow from investing activities in 2011 resulted from the sale of Kristiine Shopping Centre as proceeds from sale amounted to EUR 105.0 million. The Group did not perform significant investment activities in the first half of 2012.

Cash flows from investing activities in 2009 and 2010 were mainly related to investments to fixed assets and investment property. The Group's investing activities normally include acquisitions of land and buildings and construction or renovation works related to the real estate project development. Amount of investments in fixed assets and investment property made by the Group was rather low due to unfavourable market environment and amounted to EUR 1.2 million in 2009, EUR 14.9 million in 2010, EUR 0.4 million in 2011 and EUR 0.3 million in the first half of 2012. Rather substantial additions to investment property in 2010 were mainly related to the second extension of Kristiine Shopping Centre in Tallinn.

Additionally, cash flow from investing activities in 2011 was significantly affected by acquisition and disposal of subsidiaries. EUR 23.0 million was paid in cash for acquisition of minority interest in the subsidiary AS Täismaja. At the same time, EUR 6.4 million was received in cash for shares in PK Investments SIA that were sold in 2011.

### **Cash flows from financing activities**

The following table presents the Group's cash flows from financing activities for the periods indicated:

('000 EUR)	Financial year ended 31 December			Six months ended 30 June
	2009	2010	2011	2012
Proceeds from convertible bonds	3,279	5,714	1,905	0
Proceeds from loans / debt	466	28,183	2,843	0
Repayment of loans / debt	-10,144	-17,981	-70,578	-2,369
Interests paid	-3,205	-4,046	-3,097	-679
<b>Net cash from (used in) financing activities</b>	<b>-9,604</b>	<b>11,870</b>	<b>-68,927</b>	<b>-3,048</b>

The Group's cash flows from financing activities amounted to EUR -9.6 million in 2009, EUR 11.9 million in 2010, EUR -68.9 million in 2011 and EUR -3.0 million in the first half of 2012. Significant cash outflow in 2009, 2011 and the first half of 2012 was attributable to repayment of loans. Positive cash flow in 2010 was a result of debt repayments being smaller than the new debt drawdowns.

### **Capital Expenditures**

Please see Section 5 (*Investments, Divestments and Development Projects*) of Part VII (*Operating and Financial Review and Prospects*).

### **Borrowings**

Bank debt ('000 EUR)	As at 31 December			As at 30 June
	2009	2010	2011	2012
Current debt	8,538	74,058	4,402	2,822
Non-current debt	64,668	9,350	10,190	9,401
<b>Total</b>	<b>73,206</b>	<b>83,408</b>	<b>14,592</b>	<b>12,223</b>

Convertible debt ('000 EUR)	As 31 December			As at 30 June
	2009	2010	2011	2012
Current debt	392	0	0	0
Non-current debt	3,261	9,367	11,272	11,272
<b>Total</b>	<b>3,653</b>	<b>9,367</b>	<b>11,272</b>	<b>11,272</b>



The repayment schedule for the Group's bank loans and convertible bonds outstanding at 30 June 2012 is divided between periods as follows:

('000 EUR)	Within one year	1-5 years	Over 5 years	Total
Bank loans	2,822	9,401	0	12,223
Convertible debt	0	11,272	0	11,272

The Group generally finances its business operations through a combination of operating cash flow and debt. A significant component of the indebtedness of the Group relates to the development of real estate projects, where construction activities and running costs are partly financed through debt. As typically each of the real estate development projects lies in a separate subsidiary, the loans for financing the development activity of the specific projects are taken on by relevant subsidiaries of the Group. In addition, some of the loans are taken on by the Company for general corporate purposes and also for further providing intra-group loans.

As at 30 June 2012, the Group had a total of EUR 12,223 thousand interest-bearing bank loans outstanding, EUR 2,369 thousand less than at 31 December 2011. Decrease is associated with the repayment of part of the loan to Swedbank AB (Lithuania).

The Group had in total three significant bank loan agreements outstanding at 30 June 2012:

- a bank loan agreement with Swedbank AS (Estonia) with an outstanding amount of EUR 2,606 thousand granted to AS Pro Kapital Eesti and AS Tondi Kvartal, subsidiaries of the Group;
- a bank loan agreement with AS Swedbank (Latvia) with an outstanding amount of EUR 4,445 thousand granted to SIA "INVESTHOTEL", a subsidiary of the Group; and
- a bank loan agreement with Swedbank AB (Lithuania) with an outstanding amount of EUR 5,156 thousand granted to PK Invest UAB, a subsidiary of the Group.

All the bank loans are denominated in EUR with variable interest rate (EURIBOR plus a margin).

The Group has conducted several convertible bond issues over the past three financial years. As at 30 June 2012, the Group had in total EUR 11,272 thousand of convertible bonds outstanding. The convertible bonds are denominated in EUR and have a fixed interest rate of 7% per annum. For further information on convertible bonds please refer to Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).

Please also read "Loan Agreements and related Financing Documents" and "Intra-Group loan Agreements" in Section 9 (*Material Contracts*) of Part IX (*Business*) and Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).

#### Off-Balance Sheet Items

Table below provides the description of off-balance sheet liabilities of the Group as at 30 June 2012:

Item	Amount ('000 EUR)	Description
Guarantee to Hotel Blijdrop B.V.	Up to 2,300	Guarantee letter to secure rental payments for hotel located in Rotterdam, proceeding from rental contract concluded between Serval S.r.l. and Hotel Blijdrop B.V. On-going dispute regarding the enforcement of the guarantee, please see Part IX (Business), Section 12 (Legal Proceedings).
Guarantee to OÜ Kristiine Keskus	5,000	Guarantee letter in relation to the potential breach of confirmations given by AS Täismaja in relation to the sale of Kristiine Shopping Centre. Valid until 2 November 2012
Guarantee to OÜ Kristiine Keskus	NA	Guarantee letter to secure (jointly with AS Pro Kapital Eesti) possible claims against OÜ Kristiine Keskus raising which might arise from a loan contract and management ser-

		vices contract concluded between AS Pro Kapital Eesti and AS Täismaja. Valid until 2 May 2017
Guarantee to AS Swedbank in relation to Kliversala Residential Complex	8,002	Guarantee letter to secure potential liability of Pro Kapital Latvia subsidiary Kliversala RE. Swedbank has issued the same guarantee to Latvian Privatization Agency to secure the investment liabilities related to Kliversala property. Valid until repayment of underlying liability, but no longer than 31 December 2013.
Guarantee to AS Swedbank in relation to Investhotel SIA	4,521	Guarantee letter in relation to loan agreement between AS Swedbank and Investhotel SIA, Valid until repayment of underlying liability, but no longer than 1 May 2015.
Guarantee to AS Swedbank in relation to AS Tondi Kvartal	605	Guarantee letter in relation to loan agreement between AS Swedbank and AS Tondi Kvartal. Valid until repayment of underlying liability, but no longer than 16 July 2013.
Guarantee to Swedbank in relation to PK Invest UAB	5,156	Guarantee letter in relation to loan agreement between AB Swedbank and PK Invest UAB. Valid until repayment of underlying liability, but no longer than 7 December 2014.

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### Working Capital

The Management Board believes that the Group's working capital is sufficient to meet all the liabilities for at least the 12-month period following the date of this Prospectus.

## PART VIII. INDUSTRY OVERVIEW

*The following information includes extracts from and references to information, statistical data and studies publicly released by officials or by third parties. The following information has been extracted from public or other sources the Company believes to be reliable. The Company accepts responsibility for extracting and reproducing accurately such information, statistical data and studies. Such information, statistical data and studies may be approximations or rounded numbers. As far as the Company is aware, no facts have been omitted that would render such information, statistical data and studies misleading, but the Company accepts no further responsibility in respect of such information, statistical data and studies. It should be noted that in some cases it is difficult to obtain comprehensive and reliable information about the Baltic real estate markets due to the fact the participants in the real estate markets are mostly closely held companies that rarely share detailed information about their business and operating results.*

### 1. MACROECONOMIC OVERVIEW OF THE BALTIC STATES

Since re-establishing independence in the early 1990s, all three Baltic States have achieved impressive progress over two decades of transition. During that time the Baltic States have liberalized and opened their economies to the international market and have implemented a significant number of bold and complex market-oriented structural reforms, including price and trade liberalization and well-timed privatization. After surviving the Russian debt crisis in the mid-1998, all three Baltic States began to re-orientate their export towards the EU. Today, the EU constitutes the majority of the Baltic States' imports and exports and most of the foreign direct investment (the "FDI") pursuant to the information provided by the national statistical agencies of Estonia, Latvia and Lithuania. All three Baltic States are the members of the World Trade Organization (Estonia and Latvia as of 1999 and Lithuania as of 2001). In 2004, all three countries joined the EU and NATO. According to Eurostat Estonia is currently the wealthiest of the three Baltic States with the gross domestic product (the "GDP") per capita amounting to 64% of EU-27 average in 2010 (based on purchasing power standard), followed by Lithuania (57%) and Latvia (51%).

As a result of trade imbalances, credit expansion and overheated labour market as well as global financial turmoil, rapid economic growth experienced by the three Baltic States since early 2000s gave way to a steep recession in 2008 and 2009. While the downturn has had, among other effects, an adverse effect on asset prices and raised unemployment, it has also allowed countries to improve their trade balances, improve competitiveness of exports, carry out structural reforms and restrain inflation.

As a result, Estonia joined the Eurozone in 2011. This milestone also marked the end of devaluation speculations about the Baltic currencies that had surfaced during the crisis. Based on policymakers' statements, Latvia and Lithuania are expected to join the Eurozone in 2014.

The path of structural reforms through internal devaluation has so far proven to be successful in the Baltic States as it led the way to a sustainable and healthy recovery in 2010, 2011 and 2012. The fiscal consolidation and structural reforms that most of the EU countries are going through at the moment have already taken place in the Baltic States, where governments' budgets and debt levels are under control. As a sign of a significantly more stable macroeconomic and political environment the International Monetary Fund and European Commission in December 2011 officially ended the three-year bailout program in Latvia, citing a revived economy and fiscal discipline.

The main driver behind a quick recovery has been improved competitiveness achieved through internal devaluation, which in turn helped to jumpstart the exports sector. Main trading partners for Baltic economies include Germany and the Nordics, economies that have remained relatively unharmed from the sovereign debt crisis with the largest damage on Eurozone's periphery. The key economic indicators of Estonia, Latvia and Lithuania are depicted in tables below:

<b>Estonia</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Inhabitants, '000	1,325	1,324	1,323	1,321	1,318
Real GDP growth rate, %	7.7	-3.6	-14.2	2.3	7.6
Nominal GDP per capita, EUR	12,000	12,200	10,300	10,700	11,900

Gross monthly salary, EUR	725	825	784	792	831
Unemployment rate, %	4.7	5.5	13.8	16.9	12.5
Inflation rate, %	6.6	10.4	-0.1	3.0	5.0
Current account over GDP, %	-15.9	-9.7	3.7	3.6	3.2
Fiscal balance, %	2.4	-2.9	-2.0	0.2	1.0
Public debt over GDP, %	3.7	4.5	7.2	6.7	6.0

Source: Statistics Estonia, Bank of Estonia, Eurostat

Based on the World Economic Outlook published in April 2012, the International Monetary Fund (“IMF”) expects the GDP growth for Estonia to be 2.0% and 3.6% in 2012 and in 2013 accordingly. Eurostat, in turn, forecasts GDP growth of 1.6% in 2012 and 3.8% in 2013, whereas Bank of Estonia forecasts 1.9% growth in 2012 and 3.6% in 2013. The unemployment rate is forecasted to decrease to 10.4% and 9.8% in 2012 and 2013 respectively.

<b>Latvia</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Inhabitants, '000	2,281	2,271	2,261	2,248	2,230
Real GDP growth rate, %	9.6	-3.3	-17.7	-0.3	5.5
Nominal GDP per capita, EUR	9,200	10,100	8,200	8,300	9,700
Gross monthly salary, EUR	566	682	656	633	660
Unemployment rate, %	6.0	7.5	17.1	18.7	15.4
Inflation rate, %	10.1	15.4	3.5	-1.1	4.4
Current account over GDP, %	-22.4	-13.1	8.6	3.0	-1.2
Fiscal balance, %	-0.4	-4.2	-9.8	-8.2	-3.5
Public debt over GDP, %	9.0	19.8	36.7	44.7	42.6

Source: Statistics Latvia, Bank of Latvia, Eurostat

According to the IMF the Latvia’s economy is expected to grow by 2.0% and 2.5% in real terms in 2012 and 2013 accordingly. Eurostat, in turn, forecasts GDP growth of 2.2% in 2012 and 3.6% in 2013, whereas Bank of Latvia forecasts 3.5-4.0% growth in 2012 and 2.7% in 2013. The unemployment rate is forecasted to remain unchanged in 2012 and to decrease to 14.6% in 2013.

<b>Lithuania</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Inhabitants, '000	3,366	3,350	3,329	3,245	3,199
Real GDP growth rate, %	9.8	2.9	-14.8	1.4	5.9
Nominal GDP per capita, EUR	8,500	9,700	8,000	8,400	9,500
Gross monthly salary, EUR	522	623	595	576	591
Unemployment rate, %	4.3	5.8	13.7	17.8	15.4
Inflation rate, %	8.1	8.5	1.3	3.8	3.4
Current account over GDP, %	-14.4	-12.9	4.4	1.5	-1.6
Fiscal balance, %	-1.0	-3.3	-9.4	-7.2	-5.5
Public debt over GDP, %	16.8	15.5	29.4	38.0	38.5

Source: Statistics Lithuania, Bank of Lithuania, Eurostat

According to the IMF the Lithuania’s economy is expected to grow by 2.0% and 2.7% in real terms in 2012 and 2013 accordingly. Eurostat, in turn, forecasts GDP growth of 2.4% in 2012 and 3.5% in 2013, whereas Bank of Lithuania forecasts 3.0% growth in 2012 and 3.5% in 2013. The unemployment rate is forecasted to decrease to 14.2% and 12.9% in 2012 and 2013 respectively.

Economic recovery of the Baltic States following the internal devaluation and fiscal consolidation is in sharp contrast to the concerns about the future economic development in most of the Eurozone, which are related to unsustainably high sovereign debt levels. According to Eurostat, total sovereign gross debt of the Eurozone reached 87% of GDP in 2011 and is expected to increase further. Inability to implement austerity measures and tame growth of the sovereign debt levels across the Eurozone has created significant uncertainty about the future of the monetary union.

Austerity in numerous European countries, as well as low consumer and investor confidence, has negative impact on the economic development of the EU. According to Eurostat, growth of real GDP in the EU slowed down in 2011 to 1.5%, and the EU economy is forecasted to stagnate in 2012. GDP of Eurozone is expected to decline by 0.3% in 2012. As a result, unemployment level has increased considerably to 9.7% in the EU, 10.2% in the Eurozone and is expected to rise further in 2012.

Even though economic growth in the EU, which is the largest export market for the Baltic States, is slowing down, Estonia, Lithuania and Latvia showed the highest GDP growth rates in 2011. Despite potential negative effects of fragile economic growth of the EU on the Baltic exports, GDP is expected to continue recovering in 2012 driven by improved consumer confidence, internal demand and relatively healthy performance of the main trading partners in Northern Europe and Germany,

## 2. REAL ESTATE MARKETS IN EUROPE

In the following section a comparison between the real estate markets in the Baltic States and Europe is provided. This section covers residential and retail real estate market as those are the core areas of the Group's operations. Please also read Section 3 (Real Estate Market in the Group's Key Markets) in this Part VIII (*Industry Overview*) for a more detailed description about the hotel and office property markets in the Baltic States.

### Residential property

The below table demonstrates that the living area per capita in the Baltic capitals remains significantly lower than in selected Nordic and Central and Eastern European ("CEE") capitals:

City <sup>1)</sup>	Living area per resident, m <sup>2</sup>
Copenhagen	41.9
Stockholm	38.0
Helsinki	34.0
Tallinn	29.4
Warsaw	26.9
Vilnius	25.2
Riga	16.0
Prague	n/a

<sup>1)</sup> Data is based on the period of 2007-2009, except for Copenhagen that is based on 2011

Source: Eurostat, Urban Audit, Statistics Denmark

There is also distinction between the Baltic Capitals and CEE and Nordic capitals in the average quality of building stock. Many housing estates still in use in the Baltic capitals were built during the communist era and are remarkably aged and of low-quality. The expansion of mortgage lending during mid-2000's provided possibility for many families to move to newer premises while the majority of the stock is still out of date.

Overheated Baltic residential real estate market saw prices tumble in 2008-2009 in some parts of the region by more than 40% when compared to the peak. Currently observers believe that the price correction has made the housing more affordable and prices more sustainable. Current residential property price levels in Baltic capitals provide significant room for convergence with CEE and Nordic capitals' price levels as indicated in the table below:

City <sup>1)</sup>	Average price of apartment, EUR/ m <sup>2</sup>
Stockholm	6,991
Helsinki	6,184
Prague	4,040
Copenhagen	3,983
Warsaw	3,326

Riga	2,657
Vilnius	2,189
Tallinn	2,153

<sup>1)</sup> Price of a resale of 70-75 m<sup>2</sup> apartments in City Centre, based on 2011 data.

Source: Global Property Guide

In the long run, the Baltic and CEE housing market will be driven by such factors as the deteriorating condition of Soviet-era prefabricated housing, expected further emergence of middle class and growth in purchasing power.

## Retail property

The Baltic capitals have witnessed rapid expansion of retail space during the last decade as retail market has thrived due to consumers' growing incomes. Nevertheless the total retail GLA per capita measure today in Tallinn, Riga and Vilnius is still considerably lower than in the Nordic capitals and selected CEE capitals. However, the structure of retail space differs – shopping centres are much more popular than high street retail in the Baltic countries. Thus, shopping centre GLA per capita in Riga and Tallinn is comparable to Nordic capitals. In Vilnius, though, it still remains lower than in other European cities.

City <sup>1)</sup>	Shopping centre GLA per '000 population, m <sup>2</sup>
Stockholm	879
Riga	876
Tallinn	808
Warsaw	785
Copenhagen	750
Prague	687
Helsinki	472
Vilnius	130

<sup>1)</sup> Based on Q1 2012 data

Source: DTZ

Some of the major European retailers remain underexposed or not present at all in the Baltic markets, potentially creating demand for retail space in the near future. One of the main constraints cited by international players has been the lack of scale in the Baltic markets. However, as the purchasing power and consumer preferences of the Baltic consumers have been converging with their peers in the rest of the EU expansion of some of the leading retailers to the Baltic market has become more feasible.

Inditex, the largest global clothing retailer, is successfully represented with different brands in all three Baltic capitals. H&M, the second largest global clothing retailer is currently not present in the Baltic market while it is seeking to open its first stores in the region in Riga in autumn 2012.

The prime shopping centre rent levels in the Baltic capitals remain considerably lower as compared to rent levels in the Nordic and CEE capitals.

City <sup>1)</sup>	Prime Shopping Centre Rent, EUR per m <sup>2</sup> per month
Stockholm	146
Helsinki	140
Copenhagen	106
Prague	90
Warsaw	79

Tallinn	44
Riga	37
Vilnius	35

<sup>1)</sup> Based on Q1 2012 data

Source: Colliers International

According to Colliers International the yields of retail properties have been decreasing in Stockholm, Helsinki and Warsaw in 2011, whereas the yields in the Baltic capitals have stayed flat. The most up-to-date proxy for assessing the prevailing yield in the Baltic States is the sale of Kristiine Shopping Centre that was closed in spring of 2011 with an estimated yield of 8.25%. Please also read "Sale of Kristiine Shopping Centre" in Section 9 (*Material Contracts*) of Part IX (*Business*). There have been no recent transactions with prime shopping centres in Riga or Vilnius, but the estimated yield is slightly higher in Latvia and Lithuania when compared to Estonia.

<b>City<sup>1)</sup></b>	<b>Prime Shopping Centre Yields</b>
Stockholm	5.00%
Helsinki	5.25%
Copenhagen	5.50%
Prague	6.50%
Warsaw	6.50%
Tallinn	7.50%
Vilnius	8.00%
Riga	8.25%

<sup>1)</sup> Based on Q1 2012 data

Source: Colliers International

The considerably higher yield levels coupled with a favourable economic outlook have made retail property market in the Baltic capitals attractive for foreign capital. After the acquisition of Kristiine Shopping Centre from the Group, Citycon Oyj, a listed Finnish shopping centre operator, owns and operates three centres in the Baltic States including Rocca Al Mare, the largest one in Tallinn. In addition, Citycon Oyj operates a shopping centre in Vilnius and has publicly stated that it is looking for acquisition targets in Latvia.

### **Office property**

Similarly to retail space, the Baltic capitals have seen significant growth in the supply of the office space over the last decade. The demand for modern high quality office spaces has often been driven by international companies looking to set up or expand their Baltic operations. This trend is expected to continue in the future.

Currently the prime office space rent levels in the Baltic capitals remain lower compared to rent levels in the Nordic and CEE capitals.

<b>City<sup>1)</sup></b>	<b>Average A class rent, EUR per m<sup>2</sup> per month</b>
Stockholm	40.7
Warsaw	22.5
Helsinki	22.0
Prague	17.5
Copenhagen	14.5
Tallinn	13.2

Vilnius	13.1
Riga	12.0

<sup>1)</sup> Based on 2011 data

Source: Colliers International

The prime office yields in the Baltic, Nordic and CEE capitals based on Colliers International are comparable to the aforementioned prime shopping centre yields.

City <sup>1)</sup>	Prime Office Yields
Stockholm	5.00%
Copenhagen	5.00%
Helsinki	5.65%
Prague	6.50%
Warsaw	6.50%
Tallinn	7.80%
Riga	8.00%
Vilnius	8.50%

<sup>1)</sup> Based on 2011 Colliers International data, except for Vilnius that is based on Ober-Haus 2011 report

Source: Colliers International, Ober-Haus

### 3. REAL ESTATE MARKET IN THE GROUP'S KEY MARKETS

#### Tallinn, Estonia

##### *Residential property market*

Approximately 525,000 people live in the Greater Tallinn region, which represents about 40% of the total population of Estonia according to Statistics Estonia. The Greater Tallinn region comprises City of Tallinn (approximately 400,000 people) and the surrounding Harju County (approximately 125,000 people).

Tallinn, which is the capital of Estonia, is Estonia's economic centre that has historically contributed approximately 50% of the country's GDP. However, due to emigration and migration towards the suburbs the population of Tallinn city centre has declined by almost 20% since 1990. The residential stock in Tallinn is ageing – pursuant to the population census carried out by Statistics Estonia in 2011, approximately 67% of households live in a building constructed before 1981.

The development in statistics relating to the property market in Estonia in 2007-2011 is summed up in the following table summarises:

	2007	2008	2009	2010	2011
Mortgages-to-GDP ratio, %	35.0	38.1	44.2	41.7	36.8
Outstanding housing loan balance, EUR million	5,626	6,209	6,111	5,973	5,882
Number of housing loans outstanding, '000	147	160	160	158	157
Average interest rate on new housing loans in EUR, %	5.5	5.8	3.9	3.5	3.4
Average gross monthly wage in the City of Tallinn, EUR	893	975	915	924	1,012
Construction cost index, y-on-y change in %	12.7	3.4	-8.5	-2.8	3.1
Residential stock in Tallinn, '000 m <sup>2</sup> <sup>1)</sup>	10,559	10,684	10,812	10,925	n/a
Residential construction in Tallinn, '000 m <sup>2</sup>	237	221	125	103	87

<sup>1)</sup> Data for 2011 not available due to the discontinuation of data gathering by the Building Register

Source: Statistics Estonia, Bank of Estonia, Building Register



### Supply and demand for residential property

Just over 1,000 new residential units were completed in Tallinn in 2011, which represents a decrease of 19% from 2010 and a 67% drop from peak level in 2007. Meanwhile, the Estonian Building Register reports that building permits for construction of more than 1,500 dwellings were issued in 2011 in Tallinn, representing an increase of 56% from 2010 and reflecting an increased activity in developers' pipeline. However, the figure of building permits is still 65% down from peak level achieved in 2006. In total, the building permits issued in 2011 in Tallinn covered 130,500 m<sup>2</sup> of floor space, whereas completed projects covered 86,700 m<sup>2</sup> of floor space.

Most of the development activity is taking place in centre and centre periphery of the City of Tallinn. While the financing of real estate development projects is still relatively scarce, players with a reasonable equity buffer and a solid track record have been able to attract financing from major banks. Notable on-going development projects are listed in the table below:

<b>Project name</b>	<b>Location</b>	<b>NSA, m<sup>2</sup></b>	<b>Developer</b>	<b>Status</b>
Väike-Kalamaja	Soo 1	5,800	Metro Capital	Final phase to be completed in 2012
Kodukolde	Helme 14, 16	3,400	Arco Vara	Next phase to be completed in 2012
Karulaugu	Karulaugu tee 9, Viimsi	3,000	Skanska	To be completed in 2012
Hane	Hane 6, 8	2,700	Merko Ehitus	To be completed in 2012
Pärnaõue	Vana-Ran-namõisa tee 1F	2,500	NCC	Next phase to be completed in 2012
Mäepealse	Mäepealse 26	2,000	YIT	Next phase to be completed in 2012
Padriku	Padriku tee 9	1,900	TTP	To be completed in 2012

Source: the Company

Data on the planned residential development in Tallinn is limited due to overall scarcity of such projects but also because developers have become more reserved when revealing information. According to available information planned projects include dwellings near Linnahall by developer TTP and business and residential premises next to the Yacht Marina by Admiraliteedi Arenduse. Both projects are located in the centre periphery of City of Tallinn open to the coastline and have been speculated to start first stage development in 2012.

According to Statistics Estonia the number of transactions with dwellings in Tallinn bottomed in Q1 2009 and the market activity has been steadily recovering ever since. In 2011 the number of transactions rose to 7,671 showing year-over-year growth of almost 5%. However, the figure is still relatively modest when compared to more than 12,600 transactions in 2007.

One of the key factors affecting the demand for residential real estate is the availability of mortgage lending. The total value of housing loans outstanding peaked in 2008 and has been gradually declining ever since. The housing loan balance decreased by 1.5% year-over-year in 2011; meanwhile the figure for 2010 and 2009 was 2.3 and 1.6% accordingly. However, the volume of new housing loans granted in Estonia rose by 16% year-over-year to EUR 469 million in 2011. Based on Swedbank, the market leader in mortgage lending, the factors driving the demand are declining unemployment, rising wages, affordable price of residential real estate, and populations's willingness to improve living conditions. On the other hand, uncertainty about Eurozone's macroeconomic situation has been lately acting as a drag on consumer confidence.

### Residential property prices

After a surge in prices of 30% per annum in 2005 and 2006 and stabilization in 2007 residential property market experienced sharp correction in 2008. According to Statistics Estonia, average price of dwellings in Tallinn declined by 18% in 2008 and further 26% in 2009. The bottom was reached in Q3 2009 and in 2010 the dwelling prices in Tallinn increased by 16%. In the end of 2011 the prices had increased by 14% when compared to 2010 year end levels, but remain still more than 27% lower when compared to the peak level reached in Q1 2007.

The construction price index decreased by 8.5% in 2009 and 2.8% in 2010 in Estonia. The main reason for this decrease was a contraction in labour and construction material costs. In 2011 the construction price index increased by 3.1%.

The table below summarizes the prices of new apartments in districts of Tallinn in December 2011. The price range of existing apartments is wide due to large differences in quality of construction and location:

District	Price range, EUR/m <sup>2</sup>
Old Town	3,000-3,200 <sup>1)</sup>
Centre	1,900-2,400
Centre periphery	1,400-2,000

<sup>1)</sup> Recent renovation projects

Source: Uus Maa

### **Retail property market**

After a rapid development in the early 2000s, the market for retail properties has been fairly stable since 2004, when two new major shopping centres, Ülemiste Keskus and Viru Keskus with GLA of 37,500 m<sup>2</sup> and 26,300 m<sup>2</sup> respectively, were opened. According to Colliers International, retail stock in Tallinn increased by around 30,000 m<sup>2</sup> in 2010 and 5,000 m<sup>2</sup> in 2011. Total retail space in Tallinn reached 484,500 m<sup>2</sup> by the end of 2011. During 2009 and 2010, two significant expansion projects were completed by existing shopping centres in Tallinn summarized in table below:

Shopping centre	Location	Developer	Expansion GLA, m <sup>2</sup>	Total GLA, m <sup>2</sup>	Completion
Rocca Al Mare	Paldiski mnt 102	Citycon	26,000	53,300	2009
Kristiine Shopping Centre	Endla 45	The Group	12,200	42,700	2010

Source: the Company

There are several large scale shopping mall projects in Tallinn currently under development. However, according to industry experts it will be difficult to go through with all of them. Thus, developers with a solid track record and ability to attract financing will have a significant first mover advantage.

The major retail property developments can be divided into two categories. First, conventional shopping malls located in prime locations in the City of Tallinn next to high-density traffic areas or in boroughs with high number of inhabitants. Examples include the Group's Peterburi Rd. Shopping Centre and Panorama City shopping mall project of ELL Kinnisvara. Secondly, big box type retail parks located outside Tallinn next to major highways such as Gate Tallinn and American Corner.

The table below summarizes major planned retail property developments in Tallinn:

Shopping centre	Location	Developer	GLA, m <sup>2</sup>	Status
Peterburi Rd. Shopping Centre	Peterburi road	The Group	55,000	Start of development in 2012, contemplated opening in 2015
Panorama City	Smuuli 1	ELL Kinnisvara	55,000	Start of construction in 2012, opening in 2014
Ülemiste shopping centre expansion	Suur-Sõjamäe 4	Linstow	18,500	Start of construction in 2013, opening in 2014
Gate Tallinn	Via Baltica highway	Trigon Capital	115,000	Seeking financing
American Corner	Tallinn-Tartu highway	Süda Maja	110,000	Seeking financing

Source: the Company

Demand for retail space in the prime shopping centres remains stable. Some of the smaller shopping malls with inferior location experience lower demand as tenants prefer to be present in large shopping centres with high customer flow and expenditure per customer. According to Colliers International, vacancy rates were less than 2% in major shopping centres in Tallinn in the end of 2011 and stayed low even throughout the market correction in 2009-2010.

The table below summarizes the monthly retail rental rates in Tallinn shopping centres in 2011:

Space	Rent, EUR/m <sup>2</sup>
-------	--------------------------

Up to 100 m <sup>2</sup>	20-43
100-400 m <sup>2</sup>	15-29
Over 400 m <sup>2</sup>	8-15

Source: the Company, Colliers International

Retail market in Estonia has seen positive developments in 2010-2011 after sharp decline in 2009, suggesting optimistic outlook for retail property segment in the next years. According to Statistics Estonia in the first half of 2012 retail turnover volume measured in real terms increased by 17% in comparison to the first half of 2011.

### **Hotel property market**

There are in total 58 certified hotels in Tallinn with a total of 6,637 rooms, as reported by Colliers International. Tallinn represents over 60% of the total hotel supply in Estonia. Hotel market in Tallinn is dominated by 4-star hotels, comprising 45% of total hotels and 57% of total rooms. During 2010 and 2011, no new significant hotel projects were added to the market. Based on Colliers International, new supply will be rather limited in the next couple of years.

After a drop in 2009, Estonian tourism market has seen recovery – 2,726 thousand tourists were accommodated in Estonia during 2011 based on Statistics Estonia, a 13% increase compared to 2010 and also representing a new record high. About two thirds of the tourists were foreign.

According to Colliers International, the number of tourist nights spent in Estonia rose by 15% year-over-year to 5,400 thousand, whereas the respective figures for Tallinn were 22% and 2,790 thousand. Around 73% of tourist nights spent in Tallinn were related to leisure travellers.

Along with tourism market growth the occupancy rate of the hotels has been climbing in Tallinn. The average occupancy rate in 2011 was 60%, whereas the relevant figure in 2010 and 2009 has been 52% and 44% respectively, as reported by Colliers International. The average room rates in 2011 also experienced growth increasing to approximately EUR 33 per night. The hotel occupancy rate is subject to seasonality – during July, the peak month, occupancy rates have historically more than doubled when compared to the low season during the winter.

The table below summarizes the average prices for standard double rooms in Tallinn during 2011:

Stars	Average room rate, EUR
3-star	40-100
4-star	50-120
5-star	110-220

Source: Colliers International

### **Office property market**

Tallinn has a well-developed Central Business District (the “**CBD**”) located next to the Old Town, where most of the high-rise office buildings are clustered together. While financial institutions have traditionally chosen Tallinn’s CBD as their location, high-tech companies are headquartered in clusters such as Tehnopolis situated next to the Tallinn’s Technical University and Ülemiste Technopolis situated near the airport.

According to Colliers International, the office property development market during 2010 and 2011 was in a standstill as only one major project was completed – a built-to-suit office building for Estonian Forensic Science Institute with GLA of 10,000 m<sup>2</sup>. In the end of 2011 the total office space stock in Tallinn amounted to 480,000 m<sup>2</sup>. However, more active development of office property spaces in 2012 and 2013 is expected.

The table below summarizes notable on-going office development projects in Tallinn:

Project	Location	Developer	Class	GLA, m <sup>2</sup>	Completion
G4S Headquarters	Paldiski 80	Wilson Kinnisvara	n/a	8,000	2012
Tehnopol	Akadeemia 21; Teaduspargi 6/2	Tehnopol SA	B	18,300	2012

Lõõtsa 8	Lõõtsa 8	Technopolis Ülemiste	B	22,100	2012-2013
Statistics Department	Tatari 51	Kaamos	n/a	4,800	2013
Navigator	Laeva 2	Capital Mill	n/a	8,860	2013

Source: Colliers International

The office property market has seen a healthy rebound from the 2009 downturn. According to Colliers International, recovery has taken place due to a quick response from landlords who were willing to offer more flexible terms. This resulted in rapidly decreasing vacancy rates – after peaking at 30% level for class A premises in 2009 the vacancy rates in 2011 had fallen below 5%.

Increasing demand contributed to rental rate stabilization during 2010-2011.

The table below summarizes the monthly office rental rates across the districts of Tallinn in 2011:

Office	Rent, EUR/m <sup>2</sup>
Class A	10.5 - 16.0
Class B1	7.5 - 10.6
Class B2	3.2 - 6.5

Source: Colliers International

## Riga, Latvia

### *Residential property market*

Riga, the capital of Latvia, is the largest metropolitan area in the Baltic States and a substantial regional logistics, economic and financial centre. Population of the Greater Riga area is one million people, which constitutes approximately 49% of the total population of Latvia. The Greater Riga area embodies Riga (population 700,107), the resort town Jurmala (55,767) and the surrounding Riga and Ogre districts (333,893). The Greater Riga area contributes more than half of Latvia's GDP. Around three quarters of the residential construction in Latvia is concentrated in the Greater Riga region. The residential stock in Riga region is ageing – according to the population census conducted by Statistics Latvia in 2011, around 90% of dwellings were constructed before 1981.

The development in statistics relating to the property market in Latvia in 2007-2011 is summed up in the below table:

	2007	2008	2009	2010	2011
Mortgages-to-GDP ratio, %	50.0	51.5	60.4	56.4	45.3
Outstanding mortgage loan balance, EUR million	10,472	11,792	11,241	10,217	9,135
Average interest rate on new housing loans in LVL, %	10.3	10.5	10.5	8.2	4.7
Average interest rate on new housing loans in EUR, %	6.1	7.0	5.0	4.1	4.1
Average gross monthly wage in Riga, EUR	643	771	753	724	757
Construction cost index, y-o-y change in %	26.2	14.4	-10.9	-2.7	2.1
Residential stock in Greater Riga, '000 m <sup>2</sup>	28,579	29,290	29,461	n/a	n/a
Residential construction in Greater Riga, '000 m <sup>2</sup>	997	971	504	283	306

Source: Statistics Latvia, Bank of Latvia

### Supply and demand for residential property

Riga's residential property development is mainly divided into three different segments: (i) high-rise buildings in built-up areas (the Clusters of Apartment Blocks (the "CAB") or low-cost housing in satellite cities), (ii) elite apartments in center of Riga and at the shoreline, and (iii) single-family, semi-detached or low-rise housing in the rising suburban area. After completion of the Southern Bridge and some other extensive infrastructure improvement projects in the most recently referred suburban areas, the single-family, semi-detached or low-rise housing have become more popular.

Amid shrinking residential real estate market, development of new projects has been declining. Some of the existing developments were finished during 2009, and residential construction reached the bot-

tom in 2010. 341 new apartments were completed in Riga in 2010, which is more than 80% decline from 1,858 apartments in 2009. However, as demand revived, new residential developments were started in the end of 2010, and 1,533 new apartments were built in Riga during 2011.

The market for lower to middle class apartments is relatively saturated. According to Ober-Haus, there are just over 1,800 newly built apartments available in the primary market. Banks are waiting until the market recovers further, hence keeping most of the seized apartments. At the same time, there is lack of supply of upscale premium residential projects. Premium locations include Riga Old Town, quiet centre “embassy district” of Riga and Jurmala. It is expected that there will remain shortage of high-quality apartments in new premium projects as demand will continue rising.

The table below summarizes recent premium residential developments in Riga as well as notable on-going development projects:

<b>Project</b>	<b>Location</b>	<b>Developer</b>	<b>Apartments</b>	<b>EUR/m<sup>2</sup></b>	<b>Completion</b>
Tallinas 1	Tallinas 1	Global Properties Consulting	47	1,700-2,100	2011
Riverstone	Ķīpsalas 4	YIT	74	1400+	2011
Cesu 23	Cesu 23	Dekarta Property	23	1,400-1,500	2012
Skanstes Virsotnes	Skanstes 50a	Merks	506	1,400-1,800	Construction of 4 <sup>th</sup> building in progress
Jauna Teika	Ropažu 12	Hanner Real Estate	n/a	800+	Design of 3 <sup>rd</sup> building in progress

Source: the Company

Demand, which picked up in the second half of 2009 was generated by local as well as foreign buyers who believe in bottoming of the market and again consider real estate as an investment object. Banks are still modest in financing real estate purchases, as mortgage portfolio of Latvian banks continued to decline throughout 2009-2011. According to Colliers International, more than half of residential transactions did not involve bank financing in 2010. Nevertheless, decreasing interest rates on new housing loans increase attractiveness of the bank financing.

Since July 2010, a new regulation allows foreigners to obtain a temporary residence permit in Latvia by purchasing real estate worth over EUR 142,300 in Riga or EUR 71,200 in other main cities. This stimulated demand for premium renovated or newly built apartments in the central areas of Riga and in Jurmala. Foreign buyers typically are interested in 3-4 room apartments (80-120 m<sup>2</sup>) with full finishing and a parking lot, according to Colliers International.

As financial sector stabilized in 2010, banks started to provide financing more actively in residential segment. Majority of mortgage loans in 2010 were issued by Nordea, as reported by Newsec. Average interest rates on new housing loans were decreasing throughout 2009-2011. Average interest rates reached 4.1% on EUR and 4.7% on LVL denominated loans in 2011, compared to 7.0% and 10.5% in 2008, respectively. Customers can borrow up to 85% of a property value, for the maximum term of 40 years. According to Ober-Haus, usually property in new residential projects is purchased at 50:50 cash-to-credit proportion.

#### Residential property prices

After a sharp correction in 2008-2009 following 2004-2007 price boom, residential property prices have stabilized during 2010 and are rising since 2011. According to Latio, price correction in Riga, which lasted for almost two years, has caused prices to decrease by more than 60-70% in some parts of the city when compared to the peak in 2007. Market saw stabilization of prices in the end of 2009. According to Ober-Haus, prices of newly built apartments increased by 12% in the central areas of Riga and by 8% in the suburbs during 2010, and continued to rise in 2011 by 6% in the central areas and by 15% in the suburbs. Despite recovery in 2010-2011, average price level of newly built apartments in premium projects is still 50-60% below the record high level of 2007.

The construction cost index in Latvia decreased by 10.9% in 2009 and 2.7% in 2010, mainly due to contraction in labour and construction material costs. However, construction cost index growth of 2.1% was observed in 2011 following economic growth and inflation in the country.

The table below summarizes prices of new and existing apartments in different districts of Riga in December 2011:

District	Existing, EUR/m <sup>2</sup>	New, EUR/m <sup>2</sup>
Old Town and "embassy district"	1,800-3,400	2,300-5,000
Rest of the city centre	1,200-2,200	1,500-2,800
Major CAB areas	800-1,400	950-1,400
Suburbs	n/a	700-850

Source: Ober-Haus, Latio

### **Retail property market**

Due to economic slowdown, development of new shopping centres in Latvia was slow or postponed in 2009-2011. According to Colliers International, retail stock in Riga increased by 29,700 m<sup>2</sup> in 2010 and by 27,250 m<sup>2</sup> in 2011. Total retail space in Riga reached 642,050 m<sup>2</sup> by the end of 2011. Galleria Riga was the only shopping mall opened in 2010. During 2011, three smaller-scale projects were commissioned. As development of several retail projects was postponed until market situation improves, new shopping centres are not expected to come online in the nearest future.

The table below summarizes recent major retail developments in Riga:

Shopping centre	Location	Developer	Total GLA, m <sup>2</sup>	Completion
Riga Plaza	Mukusalas street	NCH Capital	47,000	2009
Galleria Riga	Dzirnavu street	Carpathian	29,700	2010
Damme	Kurzemes avenue	Rimi Latvia	15,000	2011

Source: Colliers International, the Company

Retail market in Latvia has seen positive developments in 2010-2011 after sharp decline during 2008-2009, suggesting optimistic outlook for the retail property segment in the next years. Retail turnover increased 8.7% in 2011. Increase of 4.5% in gross wages during 2011 in Riga and improved consumer confidence contributed to retail market growth.

Demand for retail space in the most successful large shopping centres remains stable. Less successful and smaller shopping malls experience lower demand as tenants prefer to be present in large shopping centres with high customer flow and expenditure per customer. Most demanded are 50-150 m<sup>2</sup> retail premises. According to Ober-Haus and Colliers International, in the end of 2011 vacancy rates were zero in the most popular shopping centres (Spice and Alfa), while average vacancy rate in other shopping malls decreased to some 3-7%.

The table below summarizes the monthly retail rental rates in Riga shopping centres in 2011:

Space	Rent, EUR/m <sup>2</sup>
Up to 100 m <sup>2</sup>	25-50
100-200 m <sup>2</sup>	15-25
Over 200 m <sup>2</sup>	7-25
Anchor tenants	5-9

Source: Ober-Haus

Further improvement in retail market is expected, which would result in slightly lower vacancy rates and increasing rent level as supply of retail space is not expected to increase in the next few years.

### **Hotel property market**

There are in total 60 certified hotels in Riga with a total of 4,756 rooms, as reported by Colliers International. Riga represents over 70% of the total hotel supply in Latvia. Hotel market in Riga is dominated by 3-star hotels, comprising 50% of total hotels, whereas 4-star hotels contribute the largest part of rooms – 58% of total room supply. During 2010, commissioning of Tallink Hotel Riga contributed 256 rooms to the hotel supply in Riga. In 2011, no new hotels were developed. Hotels are developed slowly in Latvia, and new supply will be rather limited in the nearest future.

The table below summarizes recent major hotel developments in Riga:

Hotel	Location	Operator	Stars	Rooms	Completion
Tallink Hotel Riga	Elizabetes 24	TLG Hotell	4-star	256	2010

Source: Colliers International

After reaching the bottom in 2009, Latvian tourism market has seen signs of recovery – some 1,373,300 tourists visited Latvia during 2010, which is a 4% increase as compared to 2009. Along with tourism market growth, hospitality market in Riga served almost 780,000 visitors in 2010, which is a 13% increase compared to approximately 689,000 visitors in 2009. Foreign tourists represent majority of hotel visitors, comprising 87% of visitors in Riga in 2010. Number of tourists continued to increase in 2011, reaching around 943,700 (21% increase compared to 2010), and number of overnights increased by 17% in 2011.

As a result of increasing demand, occupancy rate in the hotels of Riga increased to 47% in 2011, compared to historically low level of 38% in 2009, as reported by Colliers International. Despite increase in occupancy rate, downward pressure of prices remains due to competition.

The table below summarizes the average prices for standard double rooms in Riga during 2011:

Stars	Average room rate, EUR
3-star	25-150
4-star	50-180
5-star	80-250

Source: Colliers International

### **Office property market**

Unlike Tallinn, Vilnius and Warsaw, Riga does not have a distinct high-rise clusters business district. New office property developments are scattered across the city. Although several areas close to the City Centre of Riga are emerging as destinations of preferred choice – notably popular are Skanstes/Hanzas and Kļipsala/Left Bank areas.

According to Colliers International, during 2010 Class A and B office stock in Riga was increased by approximately 24,700 m<sup>2</sup>. Completion of DnB headquarters with GLA of 13,100 m<sup>2</sup> contributed most to the office stock additions during 2010. In 2011, only the building of American Embassy was completed, increasing total office stock in Riga to 527,755 m<sup>2</sup>. However, as economy recovers, once suspended projects are being resumed – for example, Z-Towers project, which is expected to be completed by 2014.

The table below summarizes recent and on-going major office developments in Riga:

Project	Location	Developer	Class	Total GLA, m <sup>2</sup>	Completion
DnB Headquarters	Skanstes 12	DnB Bank	A	13,100	2010
Z1 Selected Offices	Zala 1	Larix Property	A	4,500	2010
Upenu Office Center	G. Astras 1c	Tipo Ipasums / Ektornet Latvia	B2	7,000	2012
Jupiter Center	Skanstes 7	Development Projects	B1	6,650	2012
SRS Office Complex	Ezerparks	New Europe Real Estate	B2	43,000	2014
Z-Towers	Daugavgrivas 9/11	SPI Group	A	26,000	2014

Source: Colliers International, Ober-Haus

As the economic environment stabilized, companies were expanding in 2010-2011, which resulted in growing demand for office premises. According to Colliers International, some 39,000 m<sup>2</sup> of speculative office space was absorbed in 2011. 200-500 m<sup>2</sup> premises are most demanded. As there were no significant additions to office stock in Riga, vacancy rate of speculative office space fell to 15.8% in the beginning of 2012, compared to 25.6% in the beginning of 2011.

Increasing demand contributed to rental rate stabilization during 2010-2011.

The table below summarizes the monthly office rental rates in Riga in December 2011:

Office	Rent, EUR/m <sup>2</sup>
Class A	9-14
Class B1	6-10
Class B2	5-7

Source: Colliers International

## Vilnius, Lithuania

### Residential property market

Vilnius County is the largest metropolitan area in Lithuania with population of over 838 thousand people, which represents approximately 26% of the total population of the country. Vilnius County includes Vilnius municipality (population 554,000) and other smaller surrounding cities. Vilnius County is a major economic area, contributing more than 38% of Lithuanian GDP. Almost 40% of the residential construction in Lithuania is concentrated in the Vilnius County. The residential stock in Lithuania is ageing similarly to other Baltic countries.

The development in statistics relating to the property market in Lithuania in 2007-2011 is summed up in the below table:

	2007	2008	2009	2010	2011
Mortgages-to-GDP ratio, %	16.9	18.7	22.6	21.7	19.3
Outstanding mortgage loan balance, EUR million	4,849	6,055	6,027	5,983	5,934
Average interest rate on new housing loans in LTL, %	6.0	7.0	9.6	5.7	4.0
Average interest rate on new housing loans in EUR, %	5.4	5.8	4.2	3.7	3.7
Average gross monthly wage in Vilnius, EUR	626	736	699	685	709
Construction cost index, y-o-y change in %	13.8	9.5	-10.6	-4.3	3.9
Residential stock in Vilnius county, '000 m <sup>2</sup>	20,539	21,006	20,759	21,089	n/a
Residential construction in Vilnius county, '000 m <sup>2</sup>	998	774	404	362	373

<sup>1)</sup> From 2009, a different data source was used for residential stock data by Statistics Department

Source: Statistics Lithuania, Bank of Lithuania

### Supply and demand for residential property

Supply of newly developed residential projects in Vilnius has decreased considerably due to several reasons. First, many developers faced financial problems and were forced to freeze or suspend real estate developments in 2008-2009. Second, due to lack of demand, only developments commenced in or before 2008 were finished in 2009-2010, and the new supply in 2011 has almost dried-out. According to Ober-Haus, there were only 564 new apartments built in 2010 in Vilnius, which is 3 times less than in 2009 and 12 times less than in 2008. However, development activity picked up in 2011, when 737 new apartments were built.

Supply of upscale projects is practically low as majority of new apartments have relative low quality and/or bad location, and are sold without final finishing. Main reason is that residential developments during 2007-2008 were mainly focused on economy class.

The table below summarizes recent and on-going premium residential developments in Vilnius:

Project	Location	Developer	Apartments	EUR/m <sup>2</sup>	Completion
Verkiu slenis	Verkių Regional Park	Hanner Real Estate	82	2,172-2,399	November 2007
Mikalojaus ziedas	Zemaitijos and Siauliu streets	Sektor Real Estate	61	2,848-4,763	March 2009
Kotrynos vartai	Klaipėdos street	Lords LB Opportunity Found I	33	1,880-2,580	November 2012
Veikme Apartments	Ciurlionio street	Veikme	89	1,770-2,840	June 2012



Valakampiu Apartments	Nemencines street 46	n/a	16	1,993-2,264	April 2011
Šaltinių Namai Residential Complex	Šaltinių street	The Group	143 +11 terrace houses	2,288-4,924	December 2009

Source: the Company

Considerably lower residential property prices and improving financing conditions contributed to demand stabilization and growth during 2010-2011. Number of transactions with apartments in Vilnius increased 31% in 2010 and 5% in 2011. Significant drop in property prices in 2009-2010 has reduced the demand for property from speculative investors, while people are buying more residential property for their own use.

Availability of credit has improved considerably in Lithuania during 2010-2011. Even though banks are resuming mortgage lending with caution and net mortgage portfolio of Lithuanian banks has not increased, overall borrowing conditions have improved. Interest rates have dropped significantly, reaching 3.7% on EUR and 4.0% on LTL denominated new housing loans in 2011, compared to 5.8% and 7.0% respectively in 2008. In some cases, banks provide up to 85% of the property value financing, especially for purchases of residential property in new developments.

### Residential property prices

After a significant drop during 2008-2009, residential property prices have stabilized during 2010 and showed slight improvement in 2011. According to Ober-Haus, prices in Vilnius had decreased by some 40% when compared to the peak in 2007. Stabilization of prices started in the end of 2010 while prices of less expensive apartments increased by 5-10% in 2011 according to Ober-Haus. However, newly built premium apartment prices remained stable in 2011. Apartments in Lithuania are usually sold without final fit-out, which is reflected in the price level.

The construction cost index in Lithuania decreased by 10.6% in 2009 and 4.3% in 2010, mainly due to corrections on labour market and decrease in construction material costs. However, an increase of 3.9% was observed in 2011.

The table below summarizes prices of new and existing apartments in different districts of Vilnius in December 2011:

District	Existing, EUR/m <sup>2</sup>	New, EUR/m <sup>2</sup>
Old Town and city centre	1,400-3,200	1,350-2,900
Prestigious districts	725-2,000	1,200-2,000
Outskirts	700-1,200	850-1,600

Source: Ober-Haus

### **Retail property market**

As retail market was declining during 2009-2010, market conditions for shopping centres were unfavourable, and there were no major new developments in the segment. According to Colliers International, retail stock in Vilnius increased only by 14,000 m<sup>2</sup> in 2010 and stayed flat in 2011. Only one shopping centre Link Moletu with GLA of 8,800 m<sup>2</sup> was opened during 2010 in the outskirts of Vilnius. Additionally, the outlet centre Parkas was expanded by more than 5,000 m<sup>2</sup> in 2010. Total retail space in Vilnius amounts to circa 535,000 m<sup>2</sup>. There are no new shopping centres expected to come to the market in the nearest future as two new projects planned for 2012 were cancelled.

The table below summarizes recent major retail developments in Vilnius:

Shopping centre	Location	Developer	Total GLA, m <sup>2</sup>	Completion
Panorama	Saltoniškių street	E.L.L.	52,000	2008
Ozas	Ozo street	ECE	62,000	2009
Link Moletu	Moletu street	Baltishes Haus	8,800	2010

Source: Colliers International

After bottoming out in 2010, retail market in Lithuania has showed positive development in 2011 – retail turnover increased by 14.5%. Growth of average wages in Vilnius by 3.5% in 2011 and significant improvement in consumer confidence contributed to retail market growth.

Following improving retail market environment, demand for retail space has increased. However, only most successful shopping malls feel improvement with close to zero vacancies. Demand in less successful shopping centres at the same time remains quite low. Overall vacancy rates dropped to 3.7% by the end of 2011 from 4.5% in 2010, as reported by Ober-Haus. Currently, retailers are looking for expansion opportunities outside of Vilnius, and further improvement in demand can be expected mainly from newcomers to the Lithuanian retail market.

The table below summarizes the monthly retail rental rates in Vilnius shopping centres in 2011:

Space	Rent, EUR/m <sup>2</sup>
Up to 100 m <sup>2</sup>	18-35
150-350 m <sup>2</sup>	13-22
Anchor tenants	6-9

Source: Colliers International

### **Office property market**

According to Colliers International, during 2011 Class A and B office stock in Vilnius was increased by 15,700 m<sup>2</sup> as two new business centres were opened. Total supply of office space in Vilnius amounts to approximately 351,100 m<sup>2</sup>. Class A offices constitute 32% and Class B offices constitute 68% of the total office space.

The table below summarizes recent and on-going major office developments in Vilnius:

Project	Location	Developer	Class	Total GLA,	Completion
Beta	Jozo Balcikonio 3	Realco	B1	20,000	2010
LJB	Savanoriu 28	LJB Property	B2	12,400	2011
Evita	Savanoriu 18	Respektas	B1	3,300	2011
Pirkliu Klubas	Gedimino 35	Somenera	A	6,300	2012
Baltic Hearts	Ukmerges 120	ZVC	A	10,000	2012
Gama	Ozo Park	Realco	B1	10,800	2012

Source: Colliers International, Ober-Haus

After reaching record high levels in 2009, office vacancy rates have decreased substantially in Vilnius, from some 18% to 9% by the end of 2011, as reported by Ober-Haus. Class B offices experienced most rapid decrease in vacancy rates. According to Colliers International, almost 45,000 m<sup>2</sup> of office space was absorbed during 2011. Office space was absorbed mainly by large companies that took advantage of favourable for tenants market environment with low rent levels. Limited new supply also contributed to drop in vacancy rates. Rent levels have stabilized after reaching the bottom in 2009, and have already shown growth during the second half of 2010 and 2011.

The table below summarizes the monthly office rental rates in Vilnius in December 2011:

Office	Rent, EUR/m <sup>2</sup>
Class A	11-15
Class B1	8-11
Class B2	6-10

Source: Colliers International

## **Germany**

### **Hotel property market**

There were in total circa 55,000 certified hotels in Germany with a total of 3.6 million beds in 2011, as reported by the German Federal Statistics Office. Hotel market in Germany is dominated by 3-star hotels, comprising 43-52% of total hotels in the largest cities of Germany, according to Colliers International.

After a slight decline in German hotel market in 2009, when the number of overnight stays decreased by 0.2%, tourism market revived as the number of overnight stays increased by 3% in 2010 and 4% in 2011, reaching EUR 394 million. Unlike the Baltic States, where foreign tourists represent majority of hotel visitors, the hotel market in Germany is dominated by local residents, which constituted 84% of hotel guests in 2011.

As a result of improving demand, occupancy rate in the hotels of Germany increased to 65% in 2011, as reported by STR Global. Average room rates also increased by 1.4% in 2011, reaching EUR 92 per night.

## PART IX. BUSINESS

### 1. OVERVIEW

The Group was founded in 1994 in Estonia. The Group started real estate development operations in Estonia in 1996 and expanded to Latvia in 1997 and to Lithuania in 1998. The operating history of 18 years makes the Group one of the oldest real estate companies in Baltic States. Since establishment in 1994, the Group has successfully developed 20 and exited 16 projects in the Baltic States. Some of the Group's developments (Domina Shopping Centre in Riga, Kristiine Shopping Centre in Tallinn) have been milestones in the Baltic real estate development sector.

The Group is active mainly in the development and sales of residential and retail property, lease of developed retail property and other commercial property and operating of three hotels.

In residential development the Group is focusing on large scale premium residential developments in the Baltic States. Concerning retail developments the Group is currently focusing on Tallinn retail property market, while in the longer term it sees also potential in Riga and Vilnius. The Group owns and manages one hotel each in Estonia, Latvia and Germany and is not planning to develop new hotels in the near future.

Currently the Group's development portfolio comprises of six residential development projects out of which two are located in Tallinn, three in Riga, one in Vilnius and one retail development project – Peterburi Rd. Shopping Centre in Tallinn. In addition, the Group is operating three hotels: (i) PK Ilmarine Hotel in Tallinn, Estonia, (ii) PK Riga Hotel in Riga, Latvia and (iii) PK Parkhotel Kurhaus in Bad Kreuznach, Germany. The Group also owns certain other properties. Please also read Section 6 (*Projects and Properties*) of this Part IX (*Business*).

According to the Appraisal Report incorporated hereto by reference (please see Part XVII (*Information Incorporated by Reference*)) the development portfolio of the Group is valued at EUR 180.0 million (10 projects located in Estonia, Latvia and Lithuania were valued in April 2012 at EUR 172.5 million and one project in Germany was valued in June 2012 at EUR 7.5 million) and it consists of:

- Residential developments with the investment value as described in the Appraisal Report (the "Investment value") of EUR 114.3 million;
- Retail development with the Investment Value of EUR 43.9 million; and
- Hotels with the Investment Value of EUR 21.9 million.

The portfolio is located in Tallinn, Riga and Vilnius, with the exception of one hotel in Germany. Please also read the Appraisal Report for further details.

### 2. HISTORY

The Company is one of the leading real estate development and management companies in the Baltic States. Some of the main milestones in the history of the Group are as follows:

**1994** AS Pro Kapital was established and registered in the Estonian Register of Enterprises (in Estonian - *Ettevõtteregister*). The Estonian Register of Enterprises was the register for companies that existed before the establishment of the Estonian Commercial Register.

**1996** Mr Ernesto Preatoni acquires control over the Company. The Group started investing in the real estate and development projects.

OÜ Ilmarise Kvartal was established on 21 November 1996 and the development of Ilmarine Quarter started.

**1997** The development of Pro Kapital Business Centre was completed in Tallinn. Pro Kapital Business Centre was the first completed development project of the Group.

60.6% of shares were acquired in AS Täismaja (formerly AS Kristiine Kaubanduskeskus) and the development of Kristiine Shopping Centre started.

Sabiedrība "PK Latvia" SIA was established and the operations of the Group were ex-

- panded to Latvia.
- Renovation of a residential building at Vene St. 19 and Demini Shopping Gallery located in Tallinn Old Town as well as Jegorov House with luxury apartments located at Town Hall Square of Medieval Tallinn Old Town started.
- 1998** Shares of the Company were admitted to trading on the supplementary list of the Tallinn Stock Exchange (the regulated market operated by NASDAQ OMX Tallinn AS) as of 1 September 1998.
- Pro Kapital Vilnius Real Estate UAB was established and the operations of the Group were expanded to Lithuania.
- Renovation of a residential building at Vene St. 19 in Tallinn was completed.
- Renovation of a historic Art Nouveau building into apartments and office spaces started at Stabu St. 19 in Riga.
- Construction of Ilmarine Quarter in Tallinn started.
- 1999** Kristiine Shopping Centre was opened.
- Renovation of the historic Art Nouveau building at Stabu St. 19 in Riga was completed.
- Renovation of a historic building at Vecpilsētas St. 8A in Riga Old Town started.
- Renovation of Domina Plaza Luxury Apartments started at Didžioji St. in Vilnius.
- The Company issued 4.5 million convertible bonds with a nominal value of EEK 10 (EUR 0.64) and premium of EEK 40 (EUR 2.56).
- 2000** The Company acquired 85.47% of shares in Domina Hotel e Comproprieta Alberghiere S.p.a for the consideration of 35.36% of shares in the Company that were issued to the former shareholders of Domina Hotel e Comproprieta Alberghiere S.p.a.
- As of 3 February 2000 the shares of the Company were listed on the main list of the Tallinn Stock Exchange (i.e, the stock exchange operated by NASDAQ OMX Tallinn AS).
- Renovation of Domina Plaza Luxury Apartments was completed in Vilnius.
- Renovation of My City Hotel (former Domina City Hotel) was started near to the Tallinn Old Town.
- 2001** On 28 August 2001, the Listing Committee of NASDAQ OMX Tallinn AS adopted resolution regarding the delisting of shares of the Company as of 29 August 2001. An internal audit discovered that not all information disclosed to the stock exchange, under the responsibility of the CFO, was accurate. Consequently the stock exchange decided to delist the Company. The Company challenged this decision, but dropped the proceedings upon assurances by the NASDAQ OMX Tallinn AS that it could relist its shares in the future. Entirely new Management Board and Supervisory Council have been appointed since.
- Development of Domina Shopping Centre was started in Riga.
- Renovation of residential building at Rūütli St. 13 in Tallinn was started.
- Development of Kugu St. 26 residential building in Riga was started.
- Development of an apartment building was started in at Pulkveža Brieža St. 11 in Riga.
- Renovation of My City Hotel (former Domina City Hotel) was completed in Tallinn Old Town.
- Renovation of a historic building at Vecpilsētas 8A in Riga Old Town was completed.
- 2002** First expansion of Kristiine Shopping Centre was completed.
- Construction of PK Ilmarine Hotel started.
- The sale of Rūütli St. 13 apartments was completed in Tallinn.
- 2003** Construction works of hotel complex were started at Pulkveža Brieža St. 11 in Riga in September 2003.

- Opening of 1<sup>st</sup> part of Domina Shopping Centre in Riga.
- 2004** Opening of 2<sup>nd</sup> and 3<sup>rd</sup> (final) part of Domina Shopping Centre in Riga.
- 2005** Completion of Pulkveža Brieža St. 11 development project in Riga.
- 2006** The first phase of the development of Tondi Quarter started in Tallinn by renovation of an old brick building at Tondi St. 51 into apartments.
- Development of Kugu St. 26 residential building was completed in Riga.
- 2007** Sale of Domina Shopping Centre in Riga to KanAm Grund Kapitalanlagegesellschaft GmbH ("**KanAm**").
- Construction of the initial phase of the development of Tondi Quarter was started in Tallinn.
- 2008** Completion of development of Ilmarine Quarter in Tallinn.
- 2009** On 13 April 2009, the extraordinary General Meeting of Shareholders decided to issue up to 10,000,000 convertible bonds. Please also read "Terms and conditions of the convertible bonds" in Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).
- The first phase of the development of Šaltīnių Namai Residential Complex was completed by sale of 4,000 m<sup>2</sup> of business and residential premises in Šaltīnių Namai Residential Complex.
- 2010** Second expansion of Kristiine Shopping Centre was completed.
- PK Investments SIA finished operating Domina Shopping Centre in Riga that was sold in 2007.
- Liquidation of Nekustamo Īpašumu sabiedrība A Centrs SIA and Kugu Real Estate SIA was completed (these companies had been involved in the development of Pulkveža Brieža str. 11/13 and Kugu St. 26 residential buildings – two development projects that had been completed prior to the liquidation of these companies).
- 2011** Sale of Kristiine Shopping Centre to Citycon. Please also read "Sale of Kristiine Shopping Centre" in Section 9 (*Material Contracts*) of Part IX (*Business*).
- Division of the Company was carried out and Italian assets were divested. Please also read "Division of the Company" in Section 9 (*Material Contracts*) of Part IX (*Business*).
- Sale of Pro Kapital Rus OOO and divestments of Russian assets. Please also read "Transfer of Group's Russian business" in Section 9 (*Material Contracts*) of Part IX (*Business*).

### 3. STRATEGY

The Group's vision is to be the leading developer of prime residential and retail real estate in the Baltic States. In order to achieve its vision and strategic objectives the Group normally takes a long term view in relation to properties in its portfolio. Long term perspective and relatively long lifecycles of its development projects provide the Group with a natural hedge against the fluctuations in macroeconomic environment and real estate market.

The Group plans to continue to focus on full cycle of real estate developments starting from acquisitions of appropriate land plots and ending with the sales of properties. The Group believes that its active involvement throughout the project lifecycle allows it to ensure the quality and timing of its developments.

In terms of sectors the Group plans to continue to focus on the residential and retail developments, which have been the Group's core competence in the past. In addition to that, the Group is planning to be opportunistic in relation to high-quality office and hotel developments.

## **Residential developments**

The Group has been focusing and is planning to focus in the future on large scale premium residential developments, which the Management Board believes to be the segment with significant growth potential across all three Baltic capitals. A typical Group's development is a full quarter that forms a residential real estate "sub-market" in the respective neighbourhood, allowing the Group to become the price setter and be less exposed to the developments of residential real estate market at large. Moreover, the Group's experience suggests that the premium residential real estate sector is the one that is the least exposed to the fluctuations in the market environment.

As opposed to large scale retail or office developments, residential developments provide the Group with opportunity to develop particular properties in phases while selling the finished or even unfinished apartments, which allows increasing the return on invested equity.

In terms of geographies the Group is planning to continue to focus on Tallinn, Riga and Vilnius as the most attractive locations for real estate developments in the Baltic States. The Group believes that all three Baltic capitals present significant opportunities for development of prime residential properties as there is a fundamental shortage of high-quality developments in all three Baltic capitals. Therefore the Group currently does not envisage expansion of its activities in the second tier cities in the Baltic States or elsewhere.

## **Retail developments**

The Group has obtained significant retail development experience through developments of some of the best known retail properties in Baltic States and wants to utilize this experience in the future.

The Group believes that in addition to good location and convenient planning, the scale is among the most important factors when developing retail properties. A modern shopping mall in the Baltic States can be successful and attract a high-quality tenant mix if its size is at least 40,000m<sup>2</sup> of GLA and it contains at least 150 shops. These characteristics are used as key inputs in the Group's decision-making as it wants all of its retail properties to exceed the mentioned thresholds.

The Group sees an immediate demand for an additional large shopping mall in Tallinn. In the medium to long term the Group sees market potential across all three Baltic capitals. That is partially related to the timing of the development of major retail properties in the Baltic States. Many of those have been developed in late 1990s or early 2000s and have been operating for more than 10 years now. As a result of that some of those properties are due for fundamental redevelopment in relatively short period of time. The Group believes that its previous experience positions it well to perform redevelopments of some of the existing retail properties in the future.

## **Hotel developments**

Hotel business is not core business for the Group. In relation to the hotel developments the Group is planning to manage its current hotel portfolio until attractive opportunity for the exit appears. The Group is not planning to develop standalone new hotels, while some of its new mainly residential developments might have a hotel element included.

## **Office developments**

The Group is not planning to focus on office developments in the future as in the Group's opinion those do not generate sufficient returns in the Group's target geographies. Nevertheless some of the Group's other developments (large scale retail or residential property developments) might include an office component in order to make the core function more attractive. Specifically the Group is planning to include an office component in the retail development of Peterburi Rd. Shopping Centre and in smaller scale in Tondi Quarter in Tallinn and Klīversala Residential Complex and Zvaigznes Centre in Riga. Additionally, the Group is managing World Trade Centre Riga office building in Latvia.

## **4. COMPETITIVE STRENGTHS**

The Group has the following key competitive strengths that help it to sustain and strengthen its positions among the leading real estate developers in the Baltic States:

- **unique portfolio of prime development land plots.** The Group owns a unique land bank that has mainly been acquired in late 1990s and early 2000s when the Group was among the first entrants into the Baltic real estate market. First-comer status has allowed the Group to acquire premium land plots in all three Baltic capitals for reasonable valuations. Most of the land plots have been acquired relatively close to the city centres and have formerly been used as premises for large Soviet era manufacturing enterprises (e.g. VEF in Latvia). Consequently, the above-mentioned land plots are sizeable-enough and perfectly located to allow the development of the large scale premium projects that the Group is specializing on. Most of the Group's land plots are unique, providing the Group with very high development potential. For instance in Riga and Tallinn the Group owns premium water-front land plots in the very centre of the cities;
- **strong track record of developments in the Baltic States.** The Group has unparalleled track record of developments across the Baltic States. The Group has developed such landmark developments as Kristiine Shopping Centre in Tallinn, Domina Shopping Centre in Riga, residential development of Ilmarine Quarter in Tallinn and others. The development of above-mentioned projects has allowed the Group to obtain unique experience across the Baltic States and across different real estate sectors;
- **successful exits from developed projects to high profile investors.** The Group has performed numerous successful exits from its developments providing Group's investors with good returns. Most of the residential developments have been sold to private individuals, while major retail developments have been divested to high profile real estate investors such as Citycon that acquired Kristiine Shopping Centre in 2011 and KanAm that acquired Domina Shopping Centre in 2007;
- **clear development plans with respect to the portfolio.** The Group has specific plans with respect to the development of most of the land plots in its portfolio. The type of real estate to be developed, the indicative development costs, the regulatory process to be followed in the development phase and most of the other planning necessary before the development has been performed by the Group;
- **experience throughout the project development lifecycle.** Historically the Group has been responsible for the full real estate development project lifecycle, starting from acquisition of the land plot and ending with the divestment of completed property. That has allowed the Group to obtain unique know-how to be utilized in the future, to control the development cycle more thoroughly and to add value throughout the development process;
- **experienced management team.** Key managers of the Group (CEO Paolo Vittorio Michelozzi, who is a member of the Management Board since 2001, and COO Allan Remmelkoor, who is a member of the Management Board since 2008) have been with the Group for more than 15 years, obtaining unparalleled Baltic real estate development experience. Among other projects, Mr Michelozzi and Mr Remmelkoor have been responsible for the full development of and subsequent exits from Domina Shopping Centre in Riga and Kristiine Shopping Centre in Tallinn. Most of the rest of the management team have also been with the Group for more than 5 years; and
- **low financial leverage and robust financials.** Historically the Group has been conservative in relation to the usage of debt and financial leverage. Conservative debt levels have allowed the Group to be better positioned to face different cycles of the real estate market. Relatively lower leverage has also allowed the Group to provide its shareholders with relatively more stable returns in comparison to some of the Group's more leveraged peers.

## 5. OPERATIONS

### Overview

The Group conducts majority of its business in Estonia, Latvia and Lithuania. Currently the only source of revenue outside of the Baltic States is a hotel management business in Germany. The table below presents the breakdown of the Group's total revenue by geographical segments:

	2009		2010		2011		Six months ended 30 June 2012	
	'000 EUR	%	'000 EUR	%	'000 EUR	%	'000 EUR	%
Estonia	13,534	62%	11,779	56%	10,569	61%	1,715	17%



Latvia	5,759	26%	2,356	11%	3,038	17%	1,362	14%
Lithuania	2,269	10%	6,480	31%	3,406	20%	5,317	54%
Germany	437	2%	436	2%	436	2%	1,538	15%
<b>Total revenue</b>	<b>21,999</b>	<b>100%</b>	<b>21,051</b>	<b>100%</b>	<b>17,449</b>	<b>100%</b>	<b>9,932</b>	<b>100%</b>
<b>Other operating income</b>	<b>1,357</b>	<b>NA</b>	<b>219</b>	<b>NA</b>	<b>54,280</b>	<b>NA</b>	<b>118</b>	<b>NA</b>

Please read Section 7 (*Results of Operations*) in Part VII (*Operating and Financial Review and Prospects*) regarding further information about the segmentation applied by the Group.

In addition to geographical segmentation the Group's operations can be divided into three key business areas:

- **sales of real estate**, which mainly consists of the development and sales of apartments in premium residential real estate properties in the Baltic States;
- **lease of commercial premises**, which mainly consists of the development and lease of premises in retail and office properties in the Baltic States; and
- **real estate management**, which mainly consists of the management of cash flow generating retail, office and accommodation properties (including hotels) and offering of maintenance services.

**Other operations** mainly include provision of consulting or other services.

The above-referred business areas of operations are also the main sources of the Group's revenue. The table below presents the breakdown of the revenue for the three last financial years:

	<b>2009</b>		<b>2010</b>		<b>2011</b>		<b>Six months ended 30 June 2012</b>	
	<b>'000 EUR</b>	<b>%</b>	<b>'000 EUR</b>	<b>%</b>	<b>'000 EUR</b>	<b>%</b>	<b>'000 EUR</b>	<b>%</b>
Sales of real estate	5,958	27%	7,310	35%	7,490	43%	5,661	57%
Rental income	9,005	41%	7,472	35%	4,138	24%	500	5%
Real estate management	6,655	30%	5,355	25%	4,719	27%	2,808	28%
Other	381	2%	914	5%	1,102	6%	963	10%
<b>Total revenue</b>	<b>21,999</b>	<b>100%</b>	<b>21,051</b>	<b>100%</b>	<b>17,449</b>	<b>100%</b>	<b>9,932</b>	<b>100%</b>
<b>Other operating income</b>	<b>1,357</b>	<b>NA</b>	<b>219</b>	<b>NA</b>	<b>54,280</b>	<b>NA</b>	<b>118</b>	<b>NA</b>

## Sales of Real Estate

Development and sale of residential real estate is a core business area for the Group, accounting for 57% of consolidated recurring revenues of the Group in the first half of 2012 and 43% in 2011. The focus is primarily on development of premium residential property for further sale.

### **Business process of residential developments**

The lifecycle of the residential property development projects can be split into four phases: (i) the acquisition of land plots, (ii) planning, (iii) execution and (iv) sales.

The Group has been targeting acquisitions of land plots in premium locations in the capitals of the Baltic States. Focus has been on acquisition of sizeable land plots in order to develop large-scale living environments. Centrally located abandoned Soviet industrial zones have proven to be suitable targets for that matter. During late 1990s and early 2000s the Group acquired various properties with attractive development potential, mainly strategically located land plots and amortized buildings, in Tallinn, Riga and Vilnius. The Group has successfully completed and exited numerous development projects on those properties, while several properties still remain to be developed. The Group has not been actively acquiring new land plots for the last several years as the existing land portfolio has been sufficient for utilizing the Group's resources. However, should attractive opportunities arise, the Group is ready to acquire additional properties for development.

Strategic planning of each project, including conducting market research, choosing project type, purpose of real estate, size, development timeline and other key elements, is done in-house by the Group's employees. The planning phase requires close co-operation with the respective municipality in order to obtain necessary approvals and ensure project's fit in the surroundings from the city planning perspective. The Group commissions detailed planning for the project it intends to develop. The detailed planning constitutes the basis for land use and building activities on a given territory or land plot and serves as basis for obtaining of approvals for further construction activities from the local government. It specifies the division of the territory being planned into land plots, construction rights attaching to each plot, the built-up area, areas designated for streets and other infrastructure, environmental provisions for implementation of the plan, etc. The construction right of a land plot sets forth its intended purpose of use or uses, maximum number of buildings, maximum area under the buildings and maximum height of the buildings.

There are several steps and stages involved in the procedure for preparation and adoption of a detailed planning. It is often difficult to predict the length and outcome of this procedure. For example, drafts of the detailed planning proposal often require coordination with different authorities, such as the environmental protection and heritage authorities. Sometimes it may be required to organise public discussions to publicise the initial detailed planning outline and the draft plans. During the time of preparation of the detailed plan everyone is entitled to submit comments and objections to the planning, which are to be taken into account to the extent possible. Sometimes, a strategic environmental impact assessment must be prepared as precondition for preparing of detailed planning. The local government can adopt the detailed planning after completion of the above described procedures.

The process of obtaining of the detailed planning may take up to three years, and sometimes even longer. Based on the detailed planning approved by the local government and in order to apply for the building permit for the project architect prepares the building design documentation. The building permit can usually be obtained within approximately six months from submission of the application of building permit. The Group commissions reputable construction and architectural contractors for each project. The contractors are chosen in tenders. Construction is commenced after approval of detailed planning, completion of design documentation and receiving of building permit. Execution of the construction phase is controlled by the Group's in-house team. Professional contractors and the Group's experience in supervising large development projects ensure proper cost control during the execution. After completion of the construction the developer is required to apply to the municipality for a permit for use, which is granted after the inspection of the building by the local authorities.

The construction contracts stipulate the main contractor to provide a guarantee of construction works as to the quality of the workmanship and materials. It is provided in the guarantee that the construction complies with the contract and that it is safe and fit for use. The guarantee period is usually two years as of the date of completion of the building (i.e. as of granting of permit for use by the local municipality). The deficiencies of the building that become evident during the guarantee period must be rectified by the contractor at its own expense.

The Group commences the sales process during the process of real estate development. A part of residential premises is sold in advance, and advance payments are used to finance project development. Remaining part of apartments is sold after completion of property construction. The sales are carried out by the Group's in-house sales team and external brokers. The Group co-operates with all the major real estate brokers in the region on a success fee basis. Additionally, the Group leases some of its unsold apartments in the period of unfavourable market conditions. Apartments are expected to be leased until market environment improves considerably and an attractive opportunity to sell those apartments appears.

### ***Clients of residential developments***

Most of the Group's projects are targeted at middle and upper class households interested in upgrading their living conditions or acquiring their first dwelling. Also foreign buyers form a significant customer base in the business area, especially in developments in Riga. The Group's offering stands out with high building standards and location near the city centre. The Group seeks to develop coherent living environments as opposed to developing a single building, hence attracting clients from upper income tiers.

### ***Residential development project portfolio***

Currently the Group's residential development portfolio consists of six projects – Tallinas St. Residential Complex, Klīversala Residential Complex and Zvaigznes Centre located in Riga, Tondi Quarter

and Kalaranna Residential Complex located in Tallinn and Šaltinių Namai Residential Complex in Vilnius. In addition to that, certain developed real estate (e.g. apartment ownerships in Ilmarine Quarter) is available for sale.

Please also read “Residential Development Projects and Properties” and “Other Properties” in Section 6 (*Projects and Properties*) of this Part IX (*Business*).

#### **Financing of residential development projects**

In order to limit the Group’s risk to a particular project, usually special-purpose companies are established to own and run Group’s development projects. Historically part of the land acquisition and initial project stages have been financed by the project development company by equity provided by the Group. Other parts of development have usually been financed using short-term bank lending secured by the acquired asset or guaranteed by the Group. When active development of a project starts, a part of financing required for construction is retained from the presales of apartments. Therefore, residential projects are developed in phases – it is easier to sell apartments in advance if construction period of a building is rather short.

Please also read “Loan Agreements and related Financing Documents” in Section 9 (*Material Contracts*) of this Part IX (*Business*).

#### **Competition in residential development market**

Residential projects developed by the Group compete with the projects developed by specialized real estate developers, construction companies or smaller one-project developers. The period of 2008-2009 changed the competitive environment in real estate development markets in the Group’s business geographies. Numerous small- and mid-sized developers have ceased their operations due to liquidity issues, while large established construction companies have remained. Overall, the Management Board believes that currently the situation in the industry has stabilized and the environment will become gradually more competitive. An overview of selected recent and upcoming projects in Estonia, Latvia and Lithuania is provided in Section 3 (*Real Estate Market in the Group’s Key Markets*) of Part VIII (*Industry Overview*).

The following residential real estate developers are considered to be the Group’s main competitors. However, the business activities of the competitors vary to a certain extent as the mix of development projects and investment property is different in each case:

<b>Name of the Company</b>	<b>Description</b>	<b>Revenue in 2011, EUR million</b>
The Group	Real estate developer	7.5 <sup>1)</sup>
Arco Vara AS	Real estate development, brokerage and construction firm	23.0 <sup>2)</sup>
AS TTP	Residential real estate developer	4.6
Hanner UAB	Real estate developer	6.6
Merko Ehitus AS	Construction and residential property development	18.9
NCC Property Development SIA	Real estate development arm of Nordic construction / development firm	n/a
YIT Oyi	Construction and residential property development firm	98.5 <sup>2)</sup>

<sup>1)</sup> Revenue from sale of real estate

<sup>2)</sup> Total revenue in the Baltic States (including construction and building services)

Source: Estonian Commercial Register, Latvian Enterprise Register, Lithuanian Enterprise Register

#### **Lease of Commercial Premises**

Development, lease and divestment of commercial real estate form another major part of the Group’s business, accounting for 5% of the Group’s total revenues in the first half of 2012 and 24% in 2011. Historically the investment property of the Group is formed from the successfully completed commercial development projects that the Management Board believes is beneficial to continue holding within the Group as cash flow generating objects.

### ***Business process of commercial developments***

The lifecycle of the commercial property development projects can be split into five phases: (i) acquisition of land plots, (ii) planning, (iii) execution, (iv) management and (v) divestment.

First three phases of development, namely acquisition of land plots, planning and execution, are similar to respective phases of development of residential properties, and are described above under "Sales of Real Estate" in this Section 5 (*Operations*) of this Part IX (*Business*).

However, business processes that follow completion of commercial property construction differ from development of residential real estate. In order to maximize the value of commercial property, the Group is involved in day-to-day management of the property for certain period after completion of construction. The Group finds an appropriate mix of tenants, markets the property to the general public and provides facility management services, thus ensuring development of the project to its full potential. During the period of commercial property ownership and management the Group receives rental income from tenants, which constitutes a significant portion of total revenues. Rental income is affected by two main factors: vacancy of the property and rent level. Whereas market environment has a significant effect on these two factors, successful management of the property is crucial to achieve low vacancy and high rent levels.

After the commercial project is running at full potential, meaning that most of area is leased out and substantial rental income is generated, the Group usually is seeking an opportunity to divest the property. The Group carefully evaluates existing and potential market environment in order to choose the best timing for the sale of property. The divestment process is carried out by the Group's in-house team that has significant experience in exiting numerous projects.

### ***Clients of commercial developments***

In the commercial business area, the Group is focused on creating value for customers by selecting retailers that together constitute an appealing merchandizing mix. Thus, customers appreciate ability to do shopping in one place, where all the necessary goods and services are available from high quality providers.

Among other matters the Group is also assessing the credit risk of the client before signing a lease contract. Key terms of the lease contracts such as rental rate, term of the agreement, potential termination and others vary depending on the size and type of the premise.

The Group seeks to divest leased-out and fully developed commercial properties. Such properties are sold to strategic investors or real estate funds when attractive exit opportunity arises.

### ***Commercial development project portfolio***

Currently the Group's commercial development portfolio comprises of one project in Tallinn – Peterburi Rd. Shopping Centre.

Please also read "Commercial Development Projects and Properties" in Section 6 (*Projects and Properties*) of this Part IX (*Business*).

### ***Financing of commercial development projects***

In order to limit the Group's risk to a particular project, usually special-purpose companies are established to own and run Group's development projects. Historically part of the land acquisition and initial project stages have been financed by the project development company by equity provided by the Group. Other parts of development have usually been financed using short-term bank lending secured by the acquired asset or guaranteed by the Group. Special-purpose companies have mainly been used in order to limit the Group's risk to a particular project and to provide flexibility in case the Management Board believes it is beneficial to divest the project.

### ***Competition in commercial development market***

Commercial projects developed by the Group compete with other projects developed by specialized real estate developers. The competitive environment in commercial real estate development market is different from residential real estate market. Small- and mid-sized developers play a minor role, mainly being involved in development of smaller-scale office properties. Large international and local developers are main competitors of the Group as scale and know-how are necessary for development of large-scale commercial properties. Overall, the Management Board believes that the environment will become gradually more competitive following stabilization of economic and real estate market environment.

The following commercial real estate developers are considered to be the Group's principal competitors. However, the business activities of the competitors vary to a certain extent as the mix of development projects and investment property is different in each case:

<b>Name of the Company</b>	<b>Description</b>	<b>Revenue in 2011, EUR million</b>
The Group	Real estate developer	4.1 <sup>1)</sup>
Akropolis Group UAB	Developer of shopping malls	n/a
Citycon Baltics	Manager of shopping malls	21.2 <sup>2)</sup>
E.L.L. Kinnisvara AS	Real estate developer	37.3
Linstow	Developer of shopping malls	34.3 <sup>3)</sup>
NCH Capital	Real estate developer	n/a

<sup>1)</sup> Rental income

<sup>2)</sup> Gross rental income

<sup>3)</sup> Sum of revenues of the shopping malls owned by Linstow in the Baltic States

Source: Estonian Commercial Register, Latvian Enterprise Register, Lithuanian Enterprise Register

## **Real Estate Management**

Management of real estate accounted for 28% of consolidated revenues of the Group in the first half of 2012 and 27% in 2011. Investment property management compliments the development activity of the Group by generating relatively stable cash flow. The current focus is mainly on operating hotels. However the Group has significant experience also in commercial property management, particularly in management of shopping centres.

### ***Business process of real estate management***

The Group has extensive competence in not only development, but also management of retail properties. The multi-staged development of Kristiine Shopping Centre in Tallinn included more than decade of active management of the project. In parallel, the Group levered its expertise by managing Domina Shopping Centre in Riga for about 5 years in total both on its own behalf as well as after divestment representing its new investor. Therefore the Group has gained extensive experience in active retail space management and has a thorough understanding of the market, which can be utilized in future projects.

Prior to the Division of the Company in 2011, the core competence of the Group's investment property business area was international management of hotel property. Currently the Group is involved in hotel operations in Estonia, Latvia, and Germany. Each of the hotels is structured as a subsidiary of the Company and has an independent management for running the day-to-day operations. The Group operates the hotels under a common brand name "PK Hotels".

Although historically most of the real estate in the investment properties business area have been both managed and owned by the Group, the ownership of the property is not a must and in case an attractive opportunity arises the Group is willing to engage in a long-term lease agreement. This particular approach was used with World Trade Centre Riga office building and PK Parkhotel Kurhaus in Bad Kreuznach, Germany.

Revenue in real estate management segment consists of management fees for provision of day-to-day management services, which form a quite stable cash flow to the Group that is less dependent on market conditions than sales of real estate and rental income. In this way the Group is limiting risks related to the industry and general market environment.

### ***Clients of real estate management***

Both corporates as well as private individuals form the client base for the properties that the Group is managing. In the hotel management area most of the clients are private individuals and the overall client flow is dependent on general developments in tourism market. In the office management area with World Trade Centre Riga office building the Group is servicing corporate customers and is exposed to general office rental market in Riga.

### **Property portfolio in real estate management**

Currently the Group's investment property portfolio comprises of four projects – PK Riga Hotel and World trade Centre in Riga, PK Ilmarine Hotel in Tallinn and PK Parkhotel Kurhaus in Bad Kreuznach, Germany. As the Group recently divested Kristiine Shopping Centre the current focus of the real estate management business area is on operating hotels and managing office property.

Please also read "Properties in Real Estate Management" in Section 6 (*Projects and Properties*) of this Part IX (*Business*).

### **Competition in real estate management**

In the commercial real estate management business area the Group's properties under management compete with other major owners of commercial properties in the region, and competition environment in this segment is explained in the section above.

In the hotel management business area the Group competes both with major international and local hotel chains and individual hotels. The competition environment in hotel market is quite intense taking into account large supply and quite high vacancy rates, which has a downward effect on prices. The market is dominated by a large number of small players operating a single hotel. However, international and local hotel chains also represent a significant force in the market. An overview of hotel market in Estonia and Latvia is provided in Section 3 (*Real Estate Market in the Group's Key Markets*) of Part VIII (*Industry Overview*).

The following hotel operators are considered to be the Group's principal competitors in Tallinn:

<b>Name of the Company</b>	<b>Description</b>	<b>Revenue in 2011, EUR million</b>
Go Hotels OÜ	Operator of a hotel located near to the Old Town of Tallinn	1.2
Barons Hotels OÜ	Operator of two hotels located in the waterfront area and in the Old Town of Tallinn	2.6 <sup>1)</sup>
Meriton Hotels AS	Operator of three hotels in Tallinn	11.2

<sup>1)</sup> Only revenue in 2010 available  
Source: Estonian Commercial Register

The following hotel operators are considered to be the Group's principal competitors in Riga:

<b>Name of the Company</b>	<b>Description</b>	<b>Revenue in 2011, EUR million</b>
Albert Management SIA	Operator of a hotel located in the business centre of Riga	3.7
Hanza hotels SIA	Operator of a hotel located in the business centre of Riga	1.1 <sup>1)</sup>
Hotel Valdemars SIA	Operator of a hotel located in the business centre of Riga	1.3

<sup>1)</sup> Only revenue in 2010 available  
Source: Latvian Enterprise Register

Owing to the fact that Bad Kreuznach is a small town in Germany without a proper hotel market, it is not possible to indicate principal competitors in Bad Kreuznach.

## **6. PROJECTS AND PROPERTIES**

In this Section an overview of the development projects and immovable property of the Group has been provided. The portfolio of the projects and the properties consists of:

- six on-going developments of residential property described below under “Residential Development Projects and Properties”;
- one on-going development of retail property described below under “Commercial Development Projects and Properties”;
- three hotels and one commercial property being under the management of the Group described below under “Properties in Real Estate Management”; and
- other properties, including those that have been developed in Ilmarine Quarter, that have not been disposed of yet, which are described below under “Other Properties”.

According to the Appraisal Report incorporated hereto by reference (please see Part XVII (*Information Incorporated by Reference*)), the portfolio of the Group is valued at EUR 180.0 million (10 projects located in Estonia, Latvia and Lithuania were valued in April 2012 at EUR 172.5 million and one project in Germany was valued in June 2012 at EUR 7.5 million) and it consists of: (i) residential developments with the Investment Value of EUR 114.3 million, (ii) retail development with the Investment Value of EUR 43.9 million and (iii) hotels with the Investment Value of EUR 21.9 million. The summary of the Group’s project portfolio is provided in the table below:

Project	Type of asset as at 31/03/2012, EUR '000	Project book value as at 30/06/2012, EUR '000	Appraised Investment Value by Newsec, EUR '000	Estimated development period	Current project status
Peterburi Rd. Shopping Centre	Investment property	26,000	43,890	2012-2017	Building permit for the shopping centre has been obtained
Šaltīnių Namai Residential Complex	Inventories	14,412	17,310	2012-2020	First phase almost completed
Tondi Quarter	Inventories	10,206	31,100	2012-2023	First phase completed, building permit obtained for second phase
Klīversala Residential Complex	Inventories	8,869	29,900	2014-2020	Establishment of detail plan in progress
Tallinas St. Residential Complex	Inventories	6,501	5,400	2013-2017	Work on technical design
Kalaranna Residential Complex	Inventories	4,927	26,100	2013-2019	Establishment of detail plan in progress
Zvaigznes Centre	Inventories	2,469	3,400	2013-2017	Project approved by the municipality
Ilmarine Quarter	Inventories <sup>1)</sup>	1,611	1,070	n/a	Apartments on sale
PK Parkhotel Kurhaus	Land and buildings	8,628	7,490	n/a	Hotel operating
PK Ilmarine Hotel	Land and buildings	6,037	7,190	n/a	Hotel operating
PK Riga Hotel	Land and buildings	5,837	7,180	n/a	Hotel operating
<b>Total</b>		<b>95,497</b>	<b>180,030</b>		

<sup>1)</sup> Some apartments in the Ilmarine Quarter project are rented out, and hence recorded on the balance sheet of the Group as investment property with book value of EUR 89 thousand as at 30 June 2012

Source: Newsec, the Company

Please refer to the Appraisal Report for further information.

The Company confirms that there have been no material changes to the above-referred properties as from the date of their valuation.

## Financing of the Projects

All residential development projects are planned to be financed from Group's equity, presales of apartments and bank loan. Peterburi Rd. Shopping Centre is planned to be financed by the Group's equity and bank loan. In order to raise necessary funds for financing the projects, the Company plans to negotiate with (a) credit institutions over lending additional funds and (b) existing creditors over refinancing existing debt. Please also read "Loan Agreements and related Financing Documents" in Section 9 (*Material Contracts*) of Part IX (*Business*). The Company also contemplates raising equity capital by issuance of new Shares. Such offer could either be made to public or other investors. However, any issuance of new shares is subject to adoption of respective resolution by the General Meeting of Shareholders of the Company. The Company also contemplates divesting certain assets and/or seeking for financial co-investor with minority participation for certain project. The Company has not made any decision on divesting assets and/or seeking for financial co-investor yet. The Management Board makes preparations for raising funds and intends to take respective steps based on the interests of the Company and the terms and conditions on which different types of funds from different lenders and investors are available to the Company.

Each investor must acknowledge that in order to develop the projects described herein, the Company must raise additional capital (either debt or equity). Therefore, if the Company will not be able to raise additional capital, the Company will be able to proceed with such developments only to the extent it has necessary funds and may need to postpone any additional development activities until it has succeeded in raising necessary capital. Therefore, if the company does not succeed in raising capital, it may not be possible to complete the development projects according to the plans set out herein. Please also read Part II (Risk Factors), including "The Group will not be able to develop its projects according to its plans if it fails to raise additional capital or service outstanding indebtedness" thereunder.

## Residential Development Projects and Properties

### *Tondi Quarter*

#### Description of the Project

Type of project:	development of primarily residential and secondarily commercial property
Location:	Kristiine borough, a residential area in the City Centre periphery of Tallinn
Expected development period:	2012-2023; the first stage of the second phase, in 2013-2015
Expected construction cost:	EUR 118.1 million; expected construction cost of the first part of the second phase is EUR 11 million
Planned GBA on ground, m <sup>2</sup> :	116,040; GBA on ground of the first part of the second phase is planned to be 9,300
Planned GSA, m <sup>2</sup>	83,462; GSA of the first part of the second phase is planned to be 6,700
Parking, units	1,450; including 105 units in the first part of the second phase
Exit strategy:	the Group is planning to exit the project by selling all apartments and commercial premises

The business plan for the Tondi Quarter foresees a series of apartment and office buildings built on land plots historically occupied by barracks. The location is attractive for a residential area – it is close to city centre and at distance from the main roads. The project is expected to be developed in five phases. The first phase, renovation of an old brick building at Tondi St. 51 into apartments, has been completed and is currently on sale. During the first part of the second phase of the project 3 out of ten 5-storey apartment buildings with a total of 93 out of 309 apartments are planned to be built.

The detailed plan for the whole Tondi Quarter (including for the development of all five phases of the project) has already been established. Building permit for starting the second phase of the development has been obtained for the total 10 buildings.

Overall, Tondi Quarter is targeted to middle class individual buyers who prefer to live in the proximity of city centre and appreciate a spacious green environment.

#### Property

Tondi Quarter consists of 12 land plots (one of which has already been divided into apartment ownerships and partly sold). The size of the project territory is 128,390 m<sup>2</sup>. As at 30 June 2012 5 apartment ownerships in the building at Tondi St. 51, which has been developed in the first phase of the project,



were not sold out and were owned by AS Tondi Kvartal, a subsidiary of the Company. The unsold apartment ownerships at Tondi 51 are encumbered with 1<sup>st</sup> ranking combined mortgage in favour of AS Swedbank in amount of EUR 2,939,936.

AS Tondi Kvartal also owns the following land plots that are designated for the development of the next phases of the development of Tondi Quarter, which form 100% of the land plots that will be developed in the second to fifth phase of the project:

- A.H. Tammsaare tee 56/58, a land plot of 7,404 m<sup>2</sup>, purpose of use: 100% commercial land;
- Marsi 6, a land plot of 3,584 m<sup>2</sup>, purpose of use: 100% commercial land;
- Tondi 51d, a land plot of 10,372 m<sup>2</sup>, purpose of use: 20% commercial land and 80% residential land;
- Tondi 51f, a land plot of 3,851 m<sup>2</sup>, purpose of use: 80% commercial land and 20% residential land;
- Marsi 3a, Marsi 3b, Marsi 3, Sammu 6a, Sammu 6, Sammu 6b, Sõjakooli 12, Sõjakooli 12a, Sõjakooli 12b, Sõjakooli 12c. (formerly Tondi 53c), a land plot of 21,958 m<sup>2</sup>, purpose of use: 10% commercial land and 90% residential land;
- Tondi 53, a land plot of 25,574 m<sup>2</sup>, purpose of use: 80% commercial land and 20% residential land;
- Tondi 53a, a land plot of 3,800 m<sup>2</sup>, purpose of use: 100% commercial land;
- Tondi 53b / Seebi 24a, a land plot of 22,825 m<sup>2</sup> + 5,286 m<sup>2</sup>, purpose of use (i) 22,825 m<sup>2</sup>: 70% commercial land and 30% residential land and (ii) 5,286 m<sup>2</sup>: 50% commercial land and 50% production land;
- Tondi 49a, a land plot of 2,754 m<sup>2</sup>, purpose of use: 100% social land; and
- Tondi 57, a land plot of 13,458 m<sup>2</sup>, purpose of use: 70% commercial land and 30% residential land.

Essential parts of some of the above-referred land plots are buildings of Russian Empire military forces, which will be reconstructed or renovated in the course of further development of Tondi Quarter. All the above-listed land plots are encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking combined mortgage in amount of EUR 14,060,563; (ii) 2<sup>nd</sup> ranking combined mortgage in amount of EUR 6,391,165; and (iii) 3<sup>rd</sup> ranking combined mortgage in amount of EUR 9,599,977. No outstanding obligations are secured by the mortgages.

The land plots at A.H. Tammsaare tee 56/58, Marsi 6, Tondi 49a, 51, 51f, 51d, 53, 53a, 53c, Tondi 53b / Seebi 24a and Tondi 57 were acquired by AS Tondi Kvartal in 2004.

### **Tallinas St. Residential Complex**

#### Description of the Project

Type of project:	development of residential and commercial property
Location:	in Riga at the right bank of river Daugava right next to the border of Riga's historical City Centre between two important streets, i.e. Brivibas and Valdemara
Expected development period:	2013-2017
Expected construction cost:	EUR 29.1 million
Planned GBA on ground, m <sup>2</sup> :	25,307
Planned GSA, m <sup>2</sup>	18,845 (out of which 17,650 m <sup>2</sup> is residential space)
Parking, units	355
Exit strategy:	the Group is planning to exit the project by selling all apartments and commercial premises

The business plan for the Tallinas St. Residential Complex foresees a series of apartment buildings with a commercial function on the ground floor. The location is attractive for a residential area – it is located right next to the Riga City Centre and enjoys a good access both by cars and public transport.

Currently the project land plot occupies amortized buildings, some or all of which are planned to be demolished and some reconstructed. Building permit for reconstruction purposes has not been applied for yet. The Group commenced development of the Tallinas St. Residential Complex in 2004. The territory of the land plot has been prepared for construction – work on technical design of the project was commenced, suspended and currently restarted with the new revised concept. The detailed plan is not required for the territory and architectural-planning task has already been issued by the Construction Department of Riga municipality and it is valid until 15 August 2015.

The project is planned to be developed in one single phase. However, the Management Board is evaluating the possibility to develop the project in several stages. Overall, the project is targeted to middle class seeking to upgrade their living condition without sacrificing a location close to the city centre.

#### Property

The size of the project land plot is 17,071 m<sup>2</sup>. The project land plot is owned by SIA "Tallina nekustamie īpašumi", a subsidiary of the Company. The purpose of the land plot is mixed use (both residential and commercial) – 2,298 m<sup>2</sup> of the land plot is commercial land and the use of 14,773 m<sup>2</sup> is industrial built-up land. The land plot is not encumbered with mortgages. Use of the plot is restricted by the requirements of the building regulations for Riga historical centre and its protection zones.

SIA "Tallina nekustamie īpašumi" acquired the main land plot and the majority of buildings thereon in 1999 and 2000. Additionally one land plot of 770 m<sup>2</sup> was acquired in 2004 and two land plots with heating house, chimney, cellar and several auxiliary buildings were acquired in 2005. All of these land plots have been merged by now.

### **Kalaranna Residential Complex**

#### Description of the Project

Type of project:	development of residential property
Location:	North-Tallinn borough – a residential and industrial area very close to Tallinn Old Town, the passenger port and City Centre of Tallinn
Expected development period:	2013-2019
Expected construction cost:	EUR 58.7 million
Planned GBA on ground, m <sup>2</sup> :	40,780
Planned GSA, m <sup>2</sup>	33,013 (out of which 27,600 m <sup>2</sup> is residential space)
Parking, units	708
Exit strategy:	the Group is planning to exit the project by selling all apartments

The business plan for the Kalaranna Residential Complex foresees a series of luxury apartment buildings offering a waterfront view. The location is attractive for a residential area – it is located next to the sea, Old Town and City Centre and it enjoys a good access both by cars and public transport.

Establishment of the detailed plan of Kalaranna Residential Complex is currently in process.

Historically the Kalaranna Residential Complex territory has been a fishing harbour and a market place. The project is expected to be developed preferably in single phase including together with the apartment buildings and a yacht marina. Overall, the project is targeted to wealthy individual buyers who prefer to live in the proximity of city centre and appreciate a sea view.

#### Property

The land plot of 60,958 m<sup>2</sup> designated for the development of the project is located at Kalaranna St. 1 and owned by AS Pro Kapital Eesti. Registered purpose of use of land is 50% commercial land and 50% transportation land. All old buildings that were located at the land plot have been demolished.

Kalaranna land plot is encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking mortgage in amount of EUR 1,278,233 (with interest rate of 13% p.a. and collateral claims of EUR 62,586); (ii) 2<sup>nd</sup> ranking combined mortgage in amount of EUR 6,391,165 and (iii) 3<sup>rd</sup> ranking combined mortgage in amount of EUR 9,599,977. No outstanding obligations are secured by the mortgages.

The above land plot was acquired by AS Pro Kapital Eesti in 2003.

## ***Klīversala Residential Complex***

### Description of the Project

Type of project:	development of residential and commercial property
Location:	in Riga at the left bank of river Daugava between two bridges and next to one of the biggest parks of Riga. It is situated at the waterfront of river Daugava and enjoys views to the Old Town on the opposite bank
Expected development period:	2014-2020
Expected construction cost:	EUR 91.4 million
Planned GBA on ground, m <sup>2</sup> :	62,760 (excluding parking)
Planned GSA/GLA, m <sup>2</sup> :	49,920 (out of which 31,600 m <sup>2</sup> is residential space)
Parking, units	830
Exit strategy:	the Group is planning to exit the project by selling all apartments and commercial premises

The business plan for the Klīversala Residential Complex foresees a series of exclusive apartment buildings offering exclusive view to the historic Riga Old Town coupled with commercial premises with an option to build a hotel. The location is attractive for upscale residential and specialized commercial real estate development.

The project land plot used to occupy amortized buildings. Most of those have already been demolished and the rest are planned to be demolished. The development and approval of detail plan with the Riga City municipality is in process.

Klīversala Residential Complex is expected to be developed in several phases. Overall, Klīversala Residential Complex is targeted to wealthy buyers who prefer to live in the proximity of city centre and appreciate a waterfront view.

### Property

Total of six land plots are involved in the development of the Klīversala Residential Complex. The size of the project territory is 51,674 m<sup>2</sup>.

The six land plots of Klīversala Residential Complex are owned by SIA "Klīversala RE", a subsidiary of the Company. These land plots include: (i) a land plot of 38,436 m<sup>2</sup> at Trijadibas iela 5, purpose of use: industrial built-up land, one old building (technical building with social block), owned by SIA "Klīversala RE", is located on the land plot; (ii) land plot of 1,980 m<sup>2</sup> at Trijadibas iela 5, purpose of use: built-up land of state objects of protection, safety, police, fire fighting and rescue services, border guard and penal institutions, one old building (bomb shelter), owned by SIA "Klīversala RE", is located on the land plot; (iii) a land plot of 991 m<sup>2</sup> at Trijadibas iela 5, purpose of use: industrial built-up land (65 m<sup>2</sup>), commercial built-up (463 m<sup>2</sup>) and other public significance built-up land (463 m<sup>2</sup>); (iv) a land plot of 733 m<sup>2</sup> at Trijadibas iela 5, purpose of use: industrial built-up land; (v) a land plot of 5,278 m<sup>2</sup> at Kugu iela, purpose of use: commercial built-up (5,174 m<sup>2</sup>) and parking garage land (104 m<sup>2</sup>); and (vi) a land plot of 4,256 m<sup>2</sup> at Kugu iela, purpose of use: railway infrastructure and road land.

According to the municipality spatial plan and the Riga historical centre and its protection zones spatial plan the permitted use of the land plots from (i) to (v) above is centre built-up land (intensive mixed built-up with various commercial function and residential buildings). The land plot described under (vi) above is planned as a territory for new streets. Use of the above plots is restricted by the requirements of the building regulations for Riga historical centre and its protection zones. Detailed plan of the project is under development and according to Management Board's belief should be accepted by municipality in due time for carrying out the development of the project.

The land plots owned by SIA "Klīversala RE" and described under (i), (ii) and (iii) above and buildings located on the land plots described under (i) and (ii) above, are encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking mortgage, secured amount of claims – EUR 11,317,335 (LVL 7,953,868); and (ii) 2<sup>nd</sup> ranking mortgage, secured amount of claims – EUR 8,663,859 (LVL 6,088,995). The land plot referred to under (v) above is encumbered only with the above-named 1<sup>st</sup> ranking mortgage.

Three land plots out of six for this project were acquired in 2001 by AS "Pro Kapital Latvia" by the acquisition of 100% of shares of SIA "Klīversala RE" from "Talinvest Real estate" JSC and "Nordeco" LLC. The land plot described under (v) above was acquired in 1999 by AS "Pasaules tirdzniecības centrs "Rīga"" and in 2010 was transferred to SIA "Klīversala RE" as part of reorganization of AS "Pasaules tirdzniecības centrs "Rīga"" and SIA "Klīversala RE". The land plot described under (vi) above as part of larger land plot originally was acquired in 1999 by AS "Pasaules tirdzniecības centrs "Rīga"", in 2000 was invested in the share capital of SIA "Nekustamo īpašumu sabiedrība "PROKURS"" by contribution in-kind and in 2010, after parcelling of the land plot owned by SIA "Nekustamo īpašumu sabiedrība "PROKURS"", transferred to SIA "Klīversala RE".

In addition to the above described plots SIA "Klīversala RE" leases a land plot of 1,654 m<sup>2</sup>, which is the part of the land plot of 5,463 m<sup>2</sup> at Trijadības iela belonging to Cepu family and SIA ANGELO. The lease agreement has been concluded for 50 years and has been registered in Latvian Land Register which makes it binding to any third party and the lease remains effective in case of alienation of the land plot. SIA "Klīversala RE" has pre-emption rights to the leased land in case of alienation of the land plot. SIA "Klīversala RE" is entitled to perform construction works on the leased land plot and to register the respective constructed objects as separate real properties of SIA "Klīversala RE" in the Latvian Land Register.

## **Zvaigznes Centre**

### Description of the Project

Type of project:	development of residential and commercial property
Location:	in Riga at the right bank of river Daugava next to the border of Riga's historical city centre facing the crucial commercial road of Riga, i.e. Brivibas iela (at one of the main transport arteries heading through the City within former industrial area)
Expected development period:	2013-2017
Expected construction cost:	EUR 24.0 million
Planned GBA on ground, m <sup>2</sup> :	23,131
Planned GSA, m <sup>2</sup>	17,949 (out of which 11,277 m <sup>2</sup> is residential space)
Parking, units	277 underground parking units and 44 units on territory (for rent)
Exit strategy:	the Group is planning to exit the project by selling all apartments and commercial premises

The business plan for the Zvaigznes Centre foresees renovation of the existing industrial building into a residential and office building and a construction of six new buildings for residential and retail purposes.

Currently buildings that will be partly renovated and partly demolished are located on the land plot. A building permit for reconstruction works has been issued and it is valid until 1 July 2013. Technical design for the project has been approved by the municipality and the territory has been prepared for reconstruction. The reconstruction works have been suspended for the time being.

Zvaigznes Centre is planned to be developed in two phases – renovation works of the existing building will be carried out in the first phase and construction of new buildings will be carried out in the second phase. However, the Management Board is evaluating the possibility to develop the project in more than two phases.

### Property

SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS"", a subsidiary of the Company, is the owner of two land plots designated for the development of Zvaigznes Centre. One with total area of 15,334 m<sup>2</sup> is located at Brivibas St. 193 and the other with total area of 1,636 m<sup>2</sup> is located at Brivibas St. 193 k-1. The first land plot has two industrial buildings on it. The purpose of use of both land plots is mixed use (both residential and commercial).

The real properties are not encumbered with mortgages. SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS"" acquired land for this project in 2000 and 2004.

## **Šaltinių Namai Residential Complex**

### Description of the Project

Type of project:	development of residential property
Location:	Vilnius Old Town
Expected development period:	2012-2020
Expected construction cost:	EUR 22.6 million
Planned GBA on ground, m <sup>2</sup> :	41,252 (in the first stage completed GBA is 19,110 m <sup>2</sup> and planned yet to build for completing the first stage 4,894 m <sup>2</sup> of GBA. The total GBA of the first stage is 24,004 m <sup>2</sup> on ground and 7,400 m <sup>2</sup> underground (already completed) and in the second stage GBA is 17,248 m <sup>2</sup> on ground and 7,300 m <sup>2</sup> )
Planned GSA, m <sup>2</sup> :	GSA 19.040 m <sup>2</sup> (GSA of the first stage is 15,284 m <sup>2</sup> )
Parking, units	337 (61 in completed phase and 276 in second phase)
Exit strategy:	the Group is planning to exit the project by selling all apartments

The business plan for the Šaltinių Namai Residential Complex foresees a series of apartment buildings, cottages and commercial units. The location is attractive for residential area – it is located next to historical part of Vilnius and enjoys a good access both by cars and public transport.

Šaltinių Namai Residential Complex is developed in two stages.

The first stage of the project is almost completed with GSA of 15,284 m<sup>2</sup> (together with parking units, GBA completed by 30 June 2012 is 26.510 m<sup>2</sup>) out of the planned GSA of 19,084 m<sup>2</sup> of the total residential and commercial premises to be built. The construction works of the first stage are intended to be completed in 2013. During the first stage a 7-floor residential house of 1,128.03 m<sup>2</sup> at Aguonų St. (having 19 units) and a 6-floor building of 2, 627.93 m<sup>2</sup> (having 48 units) will additionally be built.

The implementation of the second stage of the project has not been commenced yet (except the partial demolition of the buildings located on the territory of implementation of the second stage). PK Invest UAB has received the approval of the detailed plan for the second stage allowing construction of residential premises of about 13,236 m<sup>2</sup>. Currently the projecting of the second stage is in progress and the PK Invest UAB seeks to receive building permit for the second stage in 2013.

### Property

The property of Šaltinių Namai Residential Complex is located at Aguonų and Šaltinių streets in Vilnius. Šaltinių Namai Residential Complex is developed at the following state-owned land plots, which are leased by PK Invest UAB for the period of 99 years (i.e. until 21 December 2104):

- a land plot of 11,577 m<sup>2</sup> at Aguonų St. 14, where the buildings of first stage of the development are located at;
- a land plot 1,606 m<sup>2</sup> at Aguonų St. 10, which is being developed at the first stage of the development as an inner street of the quarter;
- land plots of 8,084 m<sup>2</sup>, 102 m<sup>2</sup> and 1,434 m<sup>2</sup>, which are designated for the second stage of the development.

120 property units out of 173 (143 apartments, 11 terrace houses and 19 commercial units), which have been developed in Šaltinių Namai Residential Complex, have already been sold. Thus, as at 30 June 2012 PK Invest UAB was the owner of:

- 9 terrace houses (Šaltinių St. 48, 46, 42, 38, 36, 34, 32, 30 and 28);
- 14 apartments and 5 commercial premises in a multi-apartment residential building at Aguonų St. 14;
- 1 apartment and 4 commercial premises in a multi-apartment residential building at Aguonų St. 12;
- 2 apartments and 2 commercial premises in a multi-apartment residential building at Šaltinių St. 22; and
- 11 apartments and 5 administrative premises in a multi-apartment residential building at Šaltinių St. 26.

PK Invest UAB also owns:

- a building with total area of 7,097.06 m<sup>2</sup> at Aguonü St. 10, which has been partly demolished and shall be completely demolished for the purposes of the second stage of the project; and
- an unfinished multi-apartment residential building at Šaltinių 24 with planned total area of 2,642.68 m<sup>2</sup> and total number of apartments of 48.

All of the above described properties i.e. land plots, buildings, terrace houses and apartments, owned by PK Invest UAB and rights to the land plots are encumbered with a mortgage of EUR 17,380,205 in favour of Swedbank AB.

The above-referred land plots lease rights with the currently demolished buildings were acquired by PK Invest UAB in 1999.

## **Commercial Development Projects and Properties**

### ***Peterburi Rd. Shopping Centre***

#### Description of the Project

Type of project:	development of shopping centre and office property
Location:	in Tallinn Lasnamäe commercial district next to the crossroad of St. Petersburg and Tartu roads – a crossroad with most of passenger traffic in Tallinn
Expected development period:	2012-2017 (excluding the period of operating Peterburi Rd. Shopping Centre before its sale)
Expected construction cost:	EUR 121.7 million (88.9 million of shopping centre and 32.8 million of office property)
Planned GBA on ground, m <sup>2</sup> :	174,400, including underground and multifloor parking (130,400 of shopping centre and 44,000 of office property)
Planned GLA, m <sup>2</sup>	77,880 (55,000 of shopping centre and 22,880 of office premises)
Parking, units	1,549 (1,109 of shopping centre and 440 of office property)
Exit strategy:	the Group is planning to own and operate the property for certain time period in order to stabilize the shopping centre (such period will be determined during stabilization of the shopping centre). Following that, sale of property is planned

The business plan for the Peterburi Rd. Shopping Centre foresees a sizeable shopping centre coupled in the next stage with an office building. Currently the land plots are empty as the amortized buildings have been demolished. The location is very attractive for a shopping centre – it is close to important highways, but also to the airport and bus station.

The Peterburi Rd. Shopping Centre will be developed in two stages: shopping centre and the office property. The detailed plan has already been established. The building permit has been obtained for construction of the shopping centre.

#### Property

Peterburi Rd. Shopping Centre will be developed on two land plots. AS Pro Kapital Eesti owns a land plot of 9,729 m<sup>2</sup> at Ülemiste Rd. 5 and AS Tallinna Moekombinaat owns a neighbouring land plot of 43,562 m<sup>2</sup> at Peterburi Rd. 2. Registered purpose of use of both plots is 100% commercial land. All old buildings that were located on the land plots have been demolished.

Both land plots referred to above are encumbered with 1<sup>st</sup> ranking combined mortgage in favour of AS Swedbank in amount of EUR 9,599,977. No outstanding obligations are secured by the mortgage.

The land plot at Ülemiste Rd. 5 was acquired by OÜ Torreon, a former Group company, in 2002 and transferred to AS Pro Kapital Eesti in 2003. The immovable at Peterburi Rd. 2 was acquired by OÜ Torreon in 2001 and transferred to AS Pro Kapital Eesti in 2003 and thereafter to AS Tallinna Moekombinaat in 2008.

## Properties in Real Estate Management

### ***PK Ilmarine Hotel***

Purpose:	hotel
Location:	in Ilmarine Quarter, at the outskirts of the Tallinn Old Town close to the sea
GBA on ground, m <sup>2</sup> :	3,985
GLA, m <sup>2</sup> :	3,985
Number of rooms/apartments:	105
Exit strategy:	the Group is planning to continue managing the property until an attractive opportunity to exit appears

PK Ilmarine Hotel (Domina Inn Ilmarine Hotel until July 2012) is a 3-storey hotel with 105 rooms owned and operated by the Group. The hotel is situated in the Ilmarine Quarter, one of the flagship completed projects of the Group, which enjoys proximity to the Old Town and city centre. The hotel property, which is owned by the Group, was acquired in 1998 and the hotel building was opened for operations after renovation and construction works in three phases: 52 rooms in 1999, 57 rooms in 2003, 48 rooms in 2004. Today PK Ilmarine Hotel is using 105 rooms in the newer part of the complex, the rest of the rooms are offered for sale as apartments.

The hotel offers supplementary services such as a restaurant, café, conference room, and a beauty salon. The hotel targets mainly leisure travellers.

Please also read "Ilmarine Quarter" below in this Section 6 (*Projects and Property*) of Part IX (*Business*).

### ***PK Riga Hotel***

Purpose:	hotel
Location:	at Pulkveža Brieža Street 11 in Riga in the so called quiet centre, where historical art nouveau buildings that today mainly house embassies are situated
GBA on ground, m <sup>2</sup> :	2,705
GLA, m <sup>2</sup> :	2,705
Number of rooms/apartments:	88
Exit strategy:	the Group is planning to continue managing the property until an attractive opportunity to exit appears

PK Riga Hotel (Domina Inn Riga Hotel until July 2012) is a 7-storey hotel with 88 rooms owned and operated by the Group. PK Riga Hotel is located just under ten minute walk from Riga Passenger Port and is a ten minute walk from the Old Town. The hotel property was acquired by SIA "INVESTHOTEL" in 2002 and the hotel building was renovated in the period of 2002-2005.

The hotel offers supplementary services such as a restaurant and a conference room. The hotel offering is mainly targeted to leisure travellers.

The real property consisting of a building at Pulkveža Brieža Str. 11/13 with total area of 2,705 m<sup>2</sup> and usable area of 2,105 m<sup>2</sup> and of a 21051/60860 legal share of the 2,731 m<sup>2</sup> land plot is owned by SIA "INVESTHOTEL" and is leased to the operator SIA "Hotel Management Services". The real property located at Pulkveža Brieža St. 11 is encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking mortgage, secured amount of claims – EUR 8,663,859 (LVL 6,088,995) and (ii) 2<sup>nd</sup> ranking mortgage, secured amount of claims – EUR 11,317,335 (LVL 7,953,868).

The hotel also uses non-residential premises located at Pulkveža Brieža Str. 11/13, with total area of 303 m<sup>2</sup> as for restaurant, which is leased to SIA "Hotel Management Services" by Isobella S.r.l Unipersonale Latvia branch.

### ***World Trade Centre Riga***

Purpose:	office property
Location:	at Elizabetes Street 2; the building is situated in one of the prime business areas in the so called quiet centre
GBA on ground, m <sup>2</sup> :	14,978

GLA, m<sup>2</sup>: 14,372

Exit strategy: the Group is planning to continue managing the property until the termination of the lease agreement regarding the property on 31 March 2014. If possible under favourable terms and conditions, the Group may contemplate prolonging the term for the lease of the property

World Trade Centre Riga is a 7-storey administrative building that the Group has leased from the Latvian state joint stock company (Valsts akciju sabiedrība "Valsts nekustamie īpašumi"), established for management and development of real properties owned by the Latvian State.

AS "Pasaules tirdzniecības centrs "Rīga"", a subsidiary of the Company, leases the real property located at Elizabetes iela 2 from State JSC Valsts nekustamie īpašumi. The real property consists of a land plot with the total area of 16,734 m<sup>2</sup> and one 7-storey administrative building with the total area of 14,978 m<sup>2</sup> and usable area of 14,372 m<sup>2</sup>, located on the land plot. Lease rights have been registered in the Latvian Land Register and are thus binding to any third party and lease effective in case of alienation of the real property. The lease is valid until 31 March 2014. AS "Pasaules tirdzniecības centrs "Rīga"" is managing the real property and is subleasing it to third parties. The Group actively rents out the premises as office spaces and conference centre and has a well-diversified client portfolio. World Trade Centre Riga was acquired in 1999.

Amount of lease payments payable by AS "Pasaules tirdzniecības centrs "Rīga"" is EUR 38,272 (LVL 26,898) plus VAT per month (as of 1 January 2010 according to the 26 February 2010 unilateral notice from the Lessor, pursuant to Clause 3.6 of the Lease Agreement, amount of lease payments can be amended due to inflation rate, changes of cadastral value or real property tax amount).

#### **PK Parkhotel Kurhaus**

Purpose: hotel

Location: in the historical centre of Bad Kreuznach

GBA on ground, m<sup>2</sup>: 3,717

GLA, m<sup>2</sup>: 3,383

Number of rooms/apartments: 120

Exit strategy: the Group is planning to continue managing the property until an attractive opportunity to exit appears

PK Parkhotel Kurhaus (Domina Hotel and Kurhaus until July 2012) is a 5-storey hotel with 120 rooms operated by the Group. The hotel is located in the historical centre of Bad Kreuznach, approximately one hour drive from Frankfurt international airport. The hereditary building right (building title) was acquired in 2006 and the historic hotel building has been partially renovated.

The hotel offers supplementary services such as a small spa centre and a restaurant. The hotel offering is mainly targeted to leisure travellers.

PRO KAPITAL Germany GmbH is the owner of a hereditary building right (building title) entitling it to own PK Parkhotel Kurhaus buildings (5,797 m<sup>2</sup>) on four land plots located at Kurhaus street 28, 55543 Bad Kreuznach. Owner of land plots of 3,335 m<sup>2</sup> and 84 m<sup>2</sup> is the municipality of Bad Kreuznach and owner on land plots of 1,838 m<sup>2</sup> and 540 m<sup>2</sup> is Bad Kreuznach Tourismus und Marketing GmbH. The hereditary building right is valid until 31 December 2065, there are no extension options agreed upon and upon expiry of the term of hereditary building right the building is transferred to owner of land plot without compensation. The hereditary building right can be encumbered with land charges, habitation rights, permanent rights of use, etc., and sold and rented out only with the prior approval of the owners of the land plots. The hereditary building right is encumbered with pre-emption right in favour of the land owner and the land is encumbered with pre-emption right in favour of PRO KAPITAL Germany GmbH.

PK Parkhotel Kurhaus is leased by PRO KAPITAL Germany GmbH to another Group company, i.e. Domina Tourismus GmbH, which also leases parking spaces from BGK Parken in Bad Kreuznach GmbH & Co KG for the purposes of operation of PK Parkhotel Kurhaus.



## **Other Properties**

### ***Ilmarine Quarter***

#### Description of the Project

The Ilmarine Quarter was the first renovation project of the Group in Tallinn which included a whole housing block. With an excellent location at the waterfront the property was formerly an industrial facility headed by Ilmarine, a heavy engineering plant. In total 306 apartments were completed together with office areas and underground parking.

#### Property

Ilmarine Quarter covers an area of twelve land plots at the outskirts of the Old Town of Tallinn, close to the sea. All land plots, except for one (240 m<sup>2</sup>) which is used as playground, are built-up. Residential buildings are located at Jahu St. 1, Suur-Patarei St. 1, 3, 5, 7 and 9. Buildings at Põhja St. 21, 21b, 21c and 23 have mixed use, most apartment ownerships are residential premises and some form part of PK Ilmarine Hotel.

The main building of PK Ilmarine Hotel is located at Põhja St. 21. The premises of 21, 21a and 21b used by PK Ilmarine Hotel are owned by AS Pro Kapital Eesti and have been leased to OÜ Hotel Management Services, a subsidiary of the Company, for the purposes of operating PK Ilmarine Hotel. Please also read "PK Ilmarine Hotel" above in this Section 6 (*Projects and Properties*) in this Part IX (*Business*).

Most of the residential property developed in Ilmarine Quarter has been sold. As at 30 June 2012 there were altogether ca. 135 apartment ownerships, mostly parking spaces and storerooms and 14 apartments, which were still unsold. The unsold parts of residential part of Ilmarine Quarter, including properties at Põhja St. 21c and 23, are owned by OÜ Ilmarise Kvartal.

Apartment ownerships at Põhja St. 21 and the immovable at Põhja St. 21a are encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking combined mortgage in amount of EUR 2,876,024 and (ii) 2<sup>nd</sup> ranking combined mortgage in amount of EUR 3,451,229. Apartment ownerships at Põhja St. 23 are encumbered with the following mortgages in favour of AS Swedbank: (i) 1<sup>st</sup> ranking combined mortgage in amount of EUR 14,060,563; (ii) 2<sup>nd</sup> ranking combined mortgage in amount of EUR 6,391,165; (iii) 3<sup>rd</sup> ranking combined mortgage in amount of EUR 3,451,229 and (iv) 4<sup>th</sup> ranking combined mortgage in amount of EUR 9,599,977. The apartment ownership at Põhja St. 21b-1 owned by AS Pro Kapital Eesti is encumbered with 1<sup>st</sup> ranking combined mortgage in favour of AS Swedbank in amount of EUR 3,451,229. Obligation to Swedbank in the amount of EUR 2,048 thousand is secured by the mortgages in the amount of EUR 14,060,563, EUR 9,599,977 and EUR 6,391,165.

#### ***Stabu street 19 - residential building***

The Art Nouveau style residential building is located at Stabu St. 19 in the centre of Riga. The building which after reconstruction consists of 64 individual residential apartments and offices has been mostly sold out to natural persons and legal entities. As at 30 June 2012, Sabiedrība "PK Latvia" SIA was still the owner of three office premises (No. 309, 310 and 311) in the building and 3/32 legal share of real property – a garage, parking lot at Stabu iela 19 – XXXII (registered with the Land Register as individual real property), which is intended to be sold along with residential apartments and offices in the building at Stabu iela 19. However, preliminary purchase agreements have been concluded for the sale of these three office premises (transfer of ownership not yet registered). The real properties are not encumbered with mortgages.

#### ***Kugu street 26 - residential building***

An old office building situated at Kugu St. 26, next to the river Daugava, which was converted into a residential building, has almost entirely been sold out. As at 30 June 2012, SIA "Nekustamo īpašumu sabiedrība "PROKURS"" was the owner of three apartments (No 27, 61 and 73) in that building. The real properties are not encumbered with mortgages.

## 7. EMPLOYEES AND LABOUR RELATIONS

### General overview

The following table presents the number of employees at the end of the financial years of 2009, 2010 and 2011 and as at 30 June 2012, broken down by geographical coverage:

Country	2009	2010	2011	30 June 2012
Estonia	42	43	42	44
Latvia	57	42	38	37
Lithuania	9	9	9	9
Germany	38	33	48	52
<b>Total</b>	<b>146</b>	<b>127</b>	<b>137</b>	<b>142<sup>1)</sup></b>

<sup>1)</sup> 102 of the employees were engaged in hotel and property maintenance services.

### Labour disputes and measures of collective bargaining

There is an on-going proceeding before the Labour Court Mainz regarding a claim by an employee of Domina Tourismus GmbH. There are no other pending or, according to Management Board's beliefs, threatening labour disputes with regard to the Group.

### Labour unions and collective agreements

The Group is not subject to any collective agreements. The Management Board is not aware of any employees of the Group belonging to labour unions. However, Management Board believes that some employees of Domina Tourismus GmbH may belong to a trade union as approximately one third of all German employees belong to a union. Under German Law a trade union is represented in the Company if already one employee is a member of the trade union. The employer is not entitled to ask employees regarding their membership in trade unions.

## 8. INTELLECTUAL PROPERTY

The Group Companies own several registered trademarks. The domain names used in the business of the Company, its subsidiaries and affiliates, are registered in the name of Group Companies. None of the domain names material for the activities of the Group Companies is licensed for use from any third party. The most important domain names are [www.prokapital.com](http://www.prokapital.com) and [www.prokapital.ee](http://www.prokapital.ee).

The Company is operating its hotels under the brand name PK Hotels (PK Ilmarine Hotel, PK Riga Hotel and PK Parkhotel Kurhaus).

Applications have been submitted for registering the following Community Trademarks (CTM): "Pro Kapital" (for registering the trademark in classes 35 to 37) and "PK Hotels", "PK Ilmarine hotel", "PK Riga hotel", "PK Parkhotel Kurhaus" (each for registering in class 43).

## 9. MATERIAL CONTRACTS

### Sale of Kristiine Shopping Centre

#### *Kristiine Sale Agreement*

On 17 March 2011, an agreement for the sale of an enterprise (the "**Kristiine Sale Agreement**") was concluded between AS Täismaja, a subsidiary of the Company, and OÜ Kristiine Keskus, a subsidiary of Citycon Oyj. Pursuant to Kristiine Sale Agreement AS Täismaja sold Kristiine Shopping Centre business for a total consideration of EUR 105 million to OÜ Kristiine Keskus. Closing of the transaction took place on 2 May 2011.

The period for presenting warranty claims against AS Täismaja under the Kristiine Sale Agreement expired on 2 November 2012, except for claims of tax warranties. No warranty claims were presented against AS Täismaja.

### **Guarantees issued in relation to sale of Kristiine Shopping Centre**

The Company (jointly with AS Pro Kapital Eesti) has issued the following guarantees in relation to the sale of Kristiine Shopping Centre:

- guarantee to OÜ Kristiine Keskus (up to EUR 5 million in relation to the potential breach of confirmations given by AS Täismaja in relation to the sale of Kristiine Shopping Centre) was valid until 2 November 2012;
- guarantee to OÜ Kristiine Keskus (to secure possible claims against OÜ Kristiine Keskus raising from a loan contract and management services contract concluded between AS Pro Kapital Eesti and AS Täismaja) valid until 2 May 2017. As of 30 June 2012, the loan agreement has duly ended. The guarantee was given in order to secure possible claims from the loan agreement for mitigating the risks of the buyer (Kristiine Keskus OÜ) of Kristiine Shopping Centre.

### **Division of the Company**

The Management Board of the Company adopted a division plan of the Company on 30 June 2011. The division plan was approved by the General Meeting of Shareholders on 16 September 2011 and the Division was completed by its registration in the Estonian Commercial Register on 23 November 2011. Pursuant to the division plan, the division of the Company was carried out so that a new holding company (AS Domina Vacanze Holding) was established and registered in the Estonian Commercial Register and the shareholders of the Company became also the shareholders of AS Domina Vacanze Holding *pro rata* to their shareholding in the Company. As a result of the Division, net assets of the Company in the amount of EUR 74,741,591 were transferred to AS Domina Vacanze Holding, whereas such net assets consisted *inter alia* of:

- all shares owned by the Company in Domina Vacanze Spa, Serval Srl, Immobiliare Novate Spa and P.K. SICILY Spa;
- claims of the Company against Domina Vacanze Spa (the aggregate amount of such claims was EUR 184,000 as at 31 December 2010 and EUR 231,300 as at 23 November 2011);
- claims of the Company against Serval Srl (the aggregate amount of such claims was EUR 1,362,484.23 as at 31 December 2010 and EUR 1,308,809 as at 23 November 2011);
- claims of the Company against Immobiliare Novate Spa (the aggregate amount of such claims was EUR 4,218,109 as at 31 December 2010 and EUR 5,762,227 as at 23 November 2011);
- claims of the Company against P.K. SICILY Spa (the aggregate amount of such claims was EUR 33,790,354 as at 31 December 2010 and EUR 30,254,289 as at 23 November 2011);
- obligations of the Company to Domina Vacanze Spa (the aggregate amount of such obligations was EUR 5,413,755.96 as at 31 December 2010 and EUR 2,113,260 as at 23 November 2011);
- guarantees issued and surety and other security given by the Company in order to secure the obligations of Domina Vacanze Spa, Serval Srl, Immobiliare Novate Spa and P.K. SICILY Spa and their subsidiaries;
- obligations arising from the convertible bonds of the Company (the aggregate amount of the obligations arising from the convertible bonds that was transferred to AS Domina Vacanze Holding was EUR 6,843,789 as at 31 December 2010 and EUR 6,843,789 as at 16 September 2011); and
- funds (the aggregate amount of funds was EUR 9,500,000 as at 30 June 2011 and EUR 3,198,125 as at 23 November 2011);
- in the course of the Division, the convertible bonds issued by the Company were split between the Company and AS Domina Vacanze Holding resulting *inter alia* in the amendments of the terms and conditions of the convertible bonds of the Company. Please also read Section 5 (*Convertible Bonds, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).

In addition to the guarantees issued and surety and other security given by the Company in order to secure the obligations of Domina Vacanze Spa, Serval Srl, Immobiliare Novate Spa and P.K. SICILY Spa and their subsidiaries, the total amount of the obligations of the Company that were transferred by the Company to AS Domina Vacanze Holding was EUR 8,957,048 of which EUR 6,843,789 constitutes of the obligations deriving from convertible bonds and EUR 2,113,260 of the obligations towards Domina Vacanze S.p.a.

According to Estonian law, companies participating in a division (e.g. the Company and AS Domina Vacanze Holding) shall be jointly and severally liable for the obligations of the company being divided which arise before entry of the division in the Estonian Commercial Register (i.e. 23 November 2011 in case of the Division of the Company). In relations between solidary debtors, only persons to whom obligations are assigned by the division plan are obligated persons. A company participating in a division to whom obligations are not designated by the division plan shall be liable for the obligations of the company being divided if such obligations become due within five years after entry of the division in the Estonian Commercial Register. The above means that the Company is jointly and severally liable for the obligations transferred to AS Domina Vacanze Holding to the extent such obligations become due and payable within five years as of the registration of the Division (i.e. until 23 November 2016). However, should the Company perform any such obligation it will have a right of recourse against AS Domina Vacanze Holding. Despite of the above, on 30 September 2011, all owners of convertible bonds issued by the Company delivered to the Company a waiver, whereby they waived their claims against the Company arising from the convertible bonds issued by AS Domina Vacanze Holding as a result of the split of Company's convertible bonds that was carried out in relation to the Division.

#### **Acquisition of Shares in AS Täismaja**

During 2011, AS Pro Kapital Eesti acquired 47.99% of shares in AS Täismaja resulting in 99.99% of all shares in AS Täismaja being owned by AS Pro Kapital Eesti. 9.8% of the shares in AS Täismaja were acquired from 4 shareholders for the consideration of EUR 11,036 thousand that was paid to the sellers in cash. The remaining 38.2% of the shares in AS Täismaja was acquired from Svalbork Invest OÜ. Please also read "Purchase of shares of AS Täismaja from Svalbork Invest OÜ" under Section 14 (*Related Party Transactions*) of Part IX (*Business*). Sellers other than Svalbork Invest OÜ were not related parties to the Group Companies.

#### **Loan Agreements and related Financing Documents**

##### ***Loan Agreement between AS Pro Kapital Eesti and Swedbank AS***

AS Pro Kapital Eesti and Swedbank AS have concluded a loan agreement on 15 May 2005, which has later been amended. Pursuant to the loan agreement AS Pro Kapital Eesti may borrow up to EUR 5,257,581. The loan was granted for refinancing the loan borrowed by OÜ Domina Real Estate. The loan shall be finally repaid by 1 November 2013. As at 30 June 2012, the outstanding principal amount under the loan agreement was EUR 2,001,223. The loan is secured by the following mortgages:

- a combined mortgage at 1<sup>st</sup> ranking in amount of EUR 2,876,024 (EEK 45,000,000) and at 2<sup>nd</sup> ranking in amount of EEK 54,000,000 (EUR 3,451,229) in favour of AS Swedbank, which is encumbering immovable properties at Põhja pst. 21 and 21a; and
- a combined mortgage in amount of EUR 3,451,229 (EEK 54,000,000) in favour of AS Swedbank, which is encumbering immovable property at Põhja pst. 21b-1 (at 1<sup>st</sup> ranking) and 23 (at 3<sup>rd</sup> ranking).

##### ***Loan Agreement between AS Tondi Kvartal and Swedbank AS***

AS Tondi Kvartal and AS Swedbank have concluded a loan agreement on 16 January 2009, which has later been amended. Pursuant to the loan agreement AS Tondi Kvartal may borrow up to EUR 2,128,686. The loan was granted for refinancing a loan borrowed by OÜ Domina Real Estate. The loan shall be finally repaid by 16 July 2013. As at 30 June 2012, the outstanding principal amount under the loan agreement was EUR 604,718. The loan is secured by:

- a combined 1<sup>st</sup> ranking mortgage in amount of EUR 2,939,936 (EEK 46,000,000) in favour of AS Swedbank, which is encumbering apartment ownerships located at Tondi 51 owned by AS Tondi Kvartal; and

- Company's guarantee arising from a letter of guarantee issued to Swedbank AS on 16 January 2009.

#### ***Loan Agreement between SIA "INVESTHOTEL" and AS Swedbank***

SIA "INVESTHOTEL" and AS Swedbank have concluded a loan agreement on 9 October 2002, which has later been amended. SIA "INVESTHOTEL" has borrowed the loan for reconstruction of PK Riga Hotel property and refinancing loans received from Group Companies for reconstruction purposes. The loan must be repaid on a monthly basis. The loan shall be finally repaid by 1 May 2015. As at 30 June 2012, the outstanding principal amount under the loan agreement was EUR 4,444,229.12 (LVL 3,123,422). The loan is secured by the following security:

- a commercial pledge encumbering 700,000 shares of SIA "INVESTHOTEL", which has been established pursuant to a commercial pledge agreement concluded by AS "Pro Kapital Latvia" and AS Swedbank on 1 March 2006. Maximum amount of obligations secured by the commercial pledge is LVL 10,823,120 (EUR 15,399,912);
- a commercial pledge encumbering all current and future capital assets of SIA "INVESTHOTEL" (including, all intangible assets, claim rights, securities, obligations, etc.), which has been established pursuant to a commercial pledge agreement concluded by SIA "INVESTHOTEL" and AS Swedbank on 1 March 2006, which has later been amended. Maximum amount of obligations secured by commercial pledge is LVL 10,823,120 (EUR 15,399,912);
- a mortgage in the amount of LVL 6,088,995 (EUR 8,663,859), which is encumbering the real property owned by SIA "INVESTHOTEL" at Pulkveža Brieža iela 11, Riga, Riga City Land Registry folio No. 6-viesnica (residential property – hotel building) and which has been established pursuant to a mortgage agreement concluded by SIA "INVESTHOTEL" and AS Swedbank on 9 October 2002, which has later been amended;
- a mortgage in the amount of LVL 6,088,995 (EUR 8,663,859), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 14346 (buildings) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 December 2009, which has later been amended;
- a mortgage in the amount of LVL 6,088,995 (EUR 8,663,859), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 15794 (land plot with the area of 1,980 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 December 2009, which has later been amended;
- a mortgage in the amount of LVL 6,088,995 (EUR 8,663,859), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 18961 (land plot with the area of 991 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 December 2009, which has later been amended;
- a mortgage in the amount of LVL 6,088,995 (EUR 8,663,859), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 14564 (land plot with the area of 38,436 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 December 2009, which has later been amended; and
- the Company's guarantee arising from a guarantee agreement concluded by the Company and Swedbank AS on 10 November 2009 (as later amended). The guarantee amount is EUR 5,778,451.

#### ***Loan Agreement between PK Invest UAB and Swedbank AB***

PK Invest UAB and Swedbank AB have concluded a credit agreement on 26 October 2004 pursuant to which PK Invest UAB borrowed EUR 17,380,205. The loan shall be finally repaid by 7 December 2014. As at 30 June 2012 the outstanding principal amount under the loan agreement is EUR 5,155,537. The loan is secured by the following security:

- pledge of rights to land plots, located at Aguonų str. 10, Vilnius;
- mortgage in amount of EUR 17,380,205 encumbering all real estate objects, which belong to PK Invest UAB (such real estate include the following buildings at addresses: Aguonų str. 14, Aguonų

str. 12, Šaltinių str. 22, Šaltinių str. 26, terrace houses – Šaltinių str. 48, 46, 42, 38, 36, 34, 32, 30, 28);

- pledge of all existing and future funds on the bank account of PK Invest UAB, opened with Swedbank;
- surety by the Company deriving from the subordination agreement concluded between Swedbank AB, the Company and PK Invest UAB on 10 December 2009. According to the agreement the Company subordinated a loan granted to PK Invest UAB in the amount of EUR 4,083,192 to the above-referred loan borrowed from Swedbank AB; and
- title transfer financial collateral in the amount of EUR 100,000.

#### **Overdraft Agreement between the Company and Swedbank AS**

The Company and Swedbank AS have concluded an overdraft agreement of EUR 3.0 million on 9 August 2012. The overdraft facility shall be available for the Company until 19 June 2013. The interest is calculated on the basis of 6 month EURIBOR and the applicable interest margin is 1.95%.

#### **Convertible bonds**

On 13 April 2009, the extraordinary General Meeting of Shareholders decided to issue up to 10,000,000 convertible bonds. Please also read “Terms and conditions of the convertible bonds” in Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).

#### **Agreements Creating Investment obligations**

##### ***Investment obligation agreed with the City of Tallinn***

On 18 June 2010, AS Tallinna Moekombinaat has agreed with the City of Tallinn to finance construction of a tunnel to be constructed in Ülemiste crossroad in the amount of EUR 319,558. According to the above referred agreement, the financing obligation shall arise when City of Tallinn has concluded agreement for performance of the construction works with a contractor. Such agreement has been concluded and the works are being performed, thus the investment obligation of AS Moekombinaat shall be performed upon request by the City of Tallinn.

AS Tallinna Moekombinaat has confirmed to City of Tallinn that it will pay for additional works in connection with work No 11201 “Peterburi road and Peterburi road 2 junction” performed by AS K-Projekt that are necessary for Peterburi Rd. Shopping Centre. However, prior to taking binding obligations to pay for additional works, respective costs have to be agreed with AS Tallinna Moekombinaat.

##### ***Purchase of the State Company Rīgas eksperimentālā kuģu remonta rūpnīca***

On 2 June 1998, SIA “Klīversala RE” and VAS Privatizācijas Aģentūra concluded the Purchase Agreement for the purchase of the State Company Rīgas eksperimentālā kuģu remonta rūpnīca located at Trijādības iela 5, Riga. The territory at Trijādības iela 5, Riga is used for the development of Klīversala Residential Complex. Please also read about the project under “Residential Development Projects and Properties” in Section 6 (*Projects and Properties*) of Part IX (*Business*). SIA “Klīversala RE” committed to ensure investments in the territory at Trijādības iela 5, Riga, in the amount of EUR 14,228,718 (LVL 10,000,000), whereas (a) EUR 6,847,142 (LVL 4,812,199) was invested prior to 19 August 2008, (b) EUR 2,134,308 (LVL 1,500,000) had to be invested by 31 December 2011 and (c) EUR 5,247,268 (LVL 3,687,801) has to be invested by 31 December 2013. Out of EUR 2,134,308 (LVL 1,500,000) that had to be invested by 31 December 2011, investments only in the amount of EUR 1,102,539 (LVL 774,869) were made by 31 December 2011 and such amount is still subject to the approval of VAS Privatizācijas Aģentūra. As at 30 June 2012 the amount not yet invested is EUR 6,279,037 (LVL 4,412,932). VAS Privatizācijas Aģentūra has notified SIA “Klīversala RE” that the investment obligation, which had to be performed by 31 December 2011, must be performed by 31 December 2013.

According to the above-referred agreement, if investments are not made by the specified deadlines, VAS Privatizācijas Aģentūra will be entitled to request a contractual penalty (6% of the non-invested amounts) and after final deadline – all amounts, which have not been invested in the territory according to the agreement. Investments can be made in the form of environmental research of the territory, investments in development of detailed planning, investments in technical designing, investments in construction, etc. Presently, the hindering reason for making investments in due time in compliance

with the schedule is a lack of the detailed planning for territory, which is still under development and shall be accepted by the Riga City Council (according to the management of the company - provisionally in autumn 2012).

Pursuant to a guarantee agreement concluded by AS Swedbank and SIA "Klīversala RE" on 7 April 2006, which has later been amended, AS Swedbank has issued a guarantee to VAS Privatizācijas aģentūra, according to which it will pay upon written request any funds due by SIA "Klīversala RE" to VAS Privatizācijas aģentūra. The guarantee is effective until 31 December 2014. The guarantee of a credit institution has been one of the main requests of VAS Privatizācijas Aģentūra for prolonging the final term until which the investments shall be made (the final date has been prolonged several times). Therefore effectiveness of the Guarantee Agreement along with the obligations to invest the above amount in the territory at Trijādības iela 5, Riga, shall be considered essential for the business of SIA "Klīversala RE".

The claims of AS Swedbank against SIA "Klīversala RE" arising from guarantee agreement No. 06-028861-GF of 7 April 2006, have been secured by the following security:

- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 18961 (land plot with the area of 991 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 April 2006, which has later been amended;
- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 14564 (land plot with the area of 38,436 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 April 2006, which has later been amended;
- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 14346 (buildings) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 April 2006, which has later been amended;
- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 15794 (land plot with the area of 1980 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 April 2006, which has later been amended;
- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "Klīversala RE" at Trijādības 5, Riga, Riga City Land Registry folio No. 19022 (land plot with the area of 5278 m<sup>2</sup>) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 7 December 2009;
- a mortgage in the amount of EUR 11,317,335 (LVL 7,953,868), which encumbers the real property owned by SIA "INVESTHOTEL" at Pulkveža Brieža iela 11, Riga, Riga City Land Registry folio No. 6-viesnīca (residential property – hotel building) and which has been established pursuant to a mortgage agreement concluded by SIA "Klīversala RE" and AS Swedbank on 10 December 2009, which has later been amended; and
- A guarantee by the Company concluded arising from the guarantee agreement between Swedbank and the Company on 10 December 2009, pursuant to which the Company has agreed to guarantee the claims of Swedbank AS arising from the guarantee agreement concluded by AS Swedbank and SIA "Klīversala RE" on 7 April 2006. The guarantee amount is EUR 8,083,810 (LVL 5,681,334).

#### ***Anticipated investment for reconstruction of rainwater drainage of Kivimurru road in Tallinn***

On 15 August 2012, AS Tallinna Moekombinaat as a cofinancier concluded an agreement with the City of Tallinn, AS Nordecon and Teede Projektijuhtimise Aktsiaselts for reconstruction of rainwater drainage of Kivimurru road in Tallinn. These works constitute part of reconstruction works of Ülemiste junction and are also necessary for further development of Peterburi Rd. Shopping Centre. AS Tallinna Moekombinaat undertook to cover EUR 250,000 of the costs of the works.

## Intra-group Agreements

The Company and the Subsidiaries have various intra-group agreements. Some of the intra-group agreements, which the Management Board considers material, are outlined below.

### *Intra-group loan agreements*

The Company and the Subsidiaries have executed the following intra-group loan agreements, which are unsecured:

<b>Lender</b>	<b>Borrower</b>	<b>Final Repayment Date</b>	<b>Outstanding principal amount as at 30 June 2012</b>
The Company	AS Pro Kapital Eesti	31 December 2016	EUR 47,598,000
The Company	AS "Pro Kapital Latvia"	After 12 months' prior notice	EUR 741,537
The Company	Pro Kapital Vilnius Real Estate UAB	After 12 months' prior notice	EUR 5,573,581
Pro Kapital Vilnius Real Estate UAB	PK Invest UAB	After 12 months' prior notice	EUR 1,807,267
The Company	PK Invest UAB	After 12 months' prior notice	EUR 3,583,192
Domina Management UAB	Pro Kapital Vilnius Real Estate UAB	After 12 months' prior notice	EUR 31,810
AS Pro Kapital Eesti	Tallinna Moekombinaat AS	After 12 months' prior notice	EUR 888,570
Pro Halduse OÜ	Pro Kapital Eesti AS	After 12 months' prior notice	EUR 158,279
Pro Halduse OÜ	Pro Kapital Eesti AS	After 12 months' prior notice	EUR 159,460
Ilmarise Kvartal OÜ	Pro Kapital Eesti AS	After 12 months' prior notice	EUR 446,400
Täismaja AS	The Company	17 March 2016	EUR 66,617,242
Täismaja AS	The Company	31 December 2016	EUR 38,506,910
Täismaja AS	Pro Kapital Eesti AS	After 12 months' prior notice	EUR 6,000,000
The Company	Pro Kapital Germany GmbH	After 12 months' prior notice	EUR 2,520,000
SIA "Hotel Management Services"	AS "Pro Kapital Latvia"	After 2 months' prior notice	EUR 100,000
Sabiedrība "PK Latvia" SIA	AS "Pro Kapital Latvia"	After 12 months' prior notice	EUR 65,472
AS "Pasaules tirdzniecības centrs "Rīga""	AS "Pro Kapital Latvia"	After 12 months' prior notice	EUR 8,499,759
SIA "INVESTHOTEL"	AS "Pro Kapital Latvia"	After 12 months' prior notice	EUR 3,245,215
SIA "Klīversala RE"	AS "Pro Kapital Latvia"	After 12 months' prior notice	EUR 3,622,455
AS "Pro Kapital Latvia"	SIA "Tallina nekustamie īpašumi"	After 12 months' prior notice	EUR 2,564,300
AS "Pro Kapital Latvia"	SIA "NEKUSTAMO ĪPAŠUMU	After 12 months' prior notice	EUR 1,483,594



SABIEDRĪBA  
"ZVAIGZNES  
CENTRS"

SIA "Nekustamo īpašumu sabiedrība "PROKURS"	AS "Pasaules tirdzniecības centrs "Rīga"	After 12 months' prior notice	EUR 1,082,191
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The intra-group loan agreements above: 1) have an average interest rate of 4.54% per annum and 2) the principal amounts fall due within 2.6 months after respective notice from either the lender or the borrower.

Each Group Company's outstanding claims and liabilities for principal amount under the intra-group loan agreements are set out in the following table.

<b>Group Company</b>	<b>Outstanding claims for principal amount as at 30 June 2012</b>	<b>Outstanding liabilities for principal amount as at 30 June 2012</b>
The Company	EUR 60,016,310	EUR 105,124,152
AS Pro Kapital Eesti	EUR 888,570	EUR 54,362,139
Tāismaja AS	EUR 111,124,152	EUR 0
Ilmarise Kvartal OÜ	EUR 446,400	EUR 0
Pro Halduse OÜ	EUR 317,739	EUR 0
Tallinna Moekombinaat AS	EUR 0	EUR 888,570
AS "Pro Kapital Latvia"	EUR 4,047,894	EUR 16,274,438
SIA "Klīversala RE"	EUR 3,622,455	EUR 0
SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS"	EUR 0	EUR 1,483,594
SIA "Hotel Management Services"	EUR 100,000	EUR 0
Sabiedrība "PK Latvia" SIA	EUR 65,472	EUR 0
AS "Pasaules tirdzniecības centrs "Rīga"	EUR 8,499,759	EUR 1,082,191
SIA "INVESTHOTEL"	EUR 3,245,215	EUR 0
SIA "Nekustamo īpašumu sabiedrība "PROKURS"	EUR 1,082,191	EUR 0
SIA "Tallina nekustamie īpašumi"	EUR 0	EUR 2,564,300
Pro Kapital Vilnius Real Estate UAB	EUR 1,807,267	EUR 5,605,391
Domina Management UAB	EUR 31,810	EUR 0
PK Invest UAB	EUR 0	EUR 5,390,459
Pro Kapital Germany GmbH	EUR 0	EUR 2,520,000

**Management service agreements**

The Company has concluded management service agreements with all subsidiaries, except Pro Kapital Germany Holdings OÜ, on the following main terms:

- services include mainly advisory (e.g. marketing and legal), business support (e.g. employees, office place) and accounting services;
- the price is based on the costs related to the provision of services which are determined according to the group transfer pricing principles; and
- agreements have been concluded for unspecified term.

## **Lease agreements**

The Group has started successfully the leasing activities for Peterburi Rd. Shopping Centre premises. Among others, the lease agreement for hypermarket premises within Peterburi Rd. Shopping Centre was concluded on 26 July 2012. Pursuant to such lease agreement, premises with the area of approximately 6,000 m<sup>2</sup> will be leased to Selver AS, a leading retailer.

## **Agreements relating to public offering of new Shares**

On 27 August 2012, the Company started the Offering. The Offering was directed to public of Estonia, Latvia and Lithuania and to qualified investors in and outside of Estonia, Latvia and Lithuania. On 10 September 2012, the Company decided to cancel the Offering due to a lack of demand at the price level acceptable to the shareholders of the Company.

The Company had concluded several agreements in relation to the preparations for the Offering. Such agreements included agreements with legal advisers (Advokaadibüroo Tark Grunte Sutkiene AS, Zvērinātu advokātu birojs TARK GRUNTE SUTKIENE, Advokatų kontora Tark, Grunte, Sutkienė ir partneriai TARK GRUNTE SUTKIENE, Noerr LLP, McLaughlin & Stern, LLP), financial advisers (Evli Securities AS and Porta Finance UAB), global coordinator and book-runner (AS LHV Pank), PR adviser (AS Corpore) and auditors (AS Deloitte Audit Eesti). According to Management Board's knowledge and belief, all obligations arising from the respective agreements have been fulfilled.

The aggregate costs of the Company for the preparations and implementation of the Offering amounted to EUR 1.08 million.

The Management Board believes that all of the above agreements referred to in this Section 9 (*Material Contracts*) of this Part IX (*Business*) have been entered into on an arm's length basis.

## **Market Making Agreement**

In connection with the Admission to Trading, the Company and AB bankas FINASTA concluded a market making agreement on 13 November 2012. Please also read Part III (*Admission to Trading*) in respect of the main terms and conditions of the market making agreement.

Please also read 14 (Related Party Transactions) of Part IX (Business) in respect of certain transactions concluded with related parties.

## **10. ENVIRONMENTAL ISSUES**

The Management Board is not aware of any material environmental pollution concerning the properties owned by the Group. However, no thorough environmental investigations have been carried out with respect of each of the Group's properties. So, in case pollution is found on Group Company's property, such Group Company as a landowner may be liable for such pollution. There are number of laws in Estonia, Latvia and Lithuania directly or indirectly applicable to the residual pollution that may be located on the land owned by the Group.

The landowner may be required to clean up pollution located on its land and/or to compensate the damage caused by environmentally hazardous substances located on the land. When purchasing land, the Group has not always required the seller to warrant that there is no contamination on the land. The historic background of the following project land plots refers to possibility of pollution. According to the Management Board, no environmental investigations have been carried out with respect to the land plots of the following real estate projects not before or after their acquisition:

- property of Tondi Quarter in Tallinn, which used to be part of Soviet army campus;
- property of Ilmarine Quarter, which was partly under former P. Wiegland machine factory;
- property of Peterburi Rd. Shopping Centre, where a slaughterhouse and meat industry used to locate;

- property of Klīversala Residential Complex in Riga, where a ship repair factory was located at Soviet times;
- property of Zvaigznes Centre in Riga, where in the industrial buildings hazardous waste containers were located;
- property of Šaltinių Namai, which was partly under former machinery factory;
- property of Kalaranna Residential Complex, which has historically been a fishing harbour and a market place; and
- property of Tallinas St. Residential Complex in Riga, where a Soviet time textile factory RITMS previously located.

Notwithstanding the above, in case of Klīversala Residential Complex there has been carried out an investigation of soil and ground water quality at the territory of Trijadibas 7, Riga. It is stated in the conclusion of the investigation report that according to testing results and pollution criteria established by law, the intensity of established soil pollution requires rehabilitation measures. However, experts of SIA Vides Konsultaciju Birojs (company, which performed the investigation) suggests to perform detailed environmental investigation for separate sectors of land plot in order to establish amounts and extension of polluted soil and to evaluate rehabilitation possibilities. The investigation did not reveal any pollution of ground water which would exceed limits established by law.

## **11. INSURANCE**

The Group Companies, which are active in real estate projects, are exposed to potential liability for defects in design, construction, materials or quality. In order to mitigate such potential liability, respective Group Company usually requires the general contractor of the project to obtain insurance cover against all construction risks for the whole duration of the project. Such insurance must be made for the benefit of the financier of respective project (the bank), respective Group Company and, if relevant, other Group Companies. The Group's insurance covers, for example, losses and liability resulting from fire, break-in, diffusion, robbery, vandalism, pipe leakages, lightning, explosion, implementation of the extinguishing system storm, etc. However, the Group Companies usually do not obtain property insurance for immovable properties, composed only of land plots and/or amortized buildings which are intended to be demolished (for example, land plots designated for development of Klīversala Residential Complex).

In addition, the Group is also active in real estate maintenance and management, which activities, may bring about civil liability towards third parties. The Group Companies operating in these fields usually insure against such liability.

The Group Companies also hold policies covering the building owner's liability in relation to its material buildings. Also the Group Companies hold all risk insurances regarding the assets inside the properties (for equipment, furnishing etc.) and for other property (e.g. building "box" insurance). Additionally, the Group Companies operating hotels insure against business interruptions.

All motor vehicles owned or leased by the Group are covered by the mandatory third party liability insurance and majority of them also with voluntary motor insurance policy (KASKO).

Management Board believes that the Group's insurance policies correspond to the standard industry practices in the respective countries where the Group is active and meet the requirements imposed by the covenants in the Group's financing agreements.

## **12. LEGAL PROCEEDINGS**

### **Dispute with Aprisco B.V.**

Aprisco B.V., a company registered in the Netherlands, filed a claim against the Company who has given a guarantee in the amount of EUR 2,300,000 to secure the rent payments from Serval S.r.l, a company which used to be a subsidiary of the Company until the Division, to Hotel Blijdorp B.V. The claim has been made by the new owner of the hotel – Aprisco B.V. – to whom the rent agreement was transferred. Aprisco B.V. changed its initial claim on 31 August 2011 and claims (i) the payment of caused loss in the amount of EUR 2,300,000 with accumulated interest for default, or in the amount stated by the court; and (ii) as an alternative claim EUR 1,776,000 for overdue rental payments with

accumulated interest for default or in the amount of EUR 1,409,000 with accumulated interest for default. The Company claims that the guarantee agreement has not transferred from Hotel Blijdorp B.V. to Aprisco B.V. or alternatively that Aprisco B.V. is entitled to claim only the unpaid rent in the amount of EUR 524,000 and not the damages. The Company made provisions in the amount of EUR 700,000. As of 30 June 2012, this provision was increased to EUR 1,409,000 in relation to this case. The District Court in Rotterdam ruled on 4 July 2012 that the Company shall pay EUR 1,409,265 to Aprisco B.V. For payment of EUR 786,434.70 Aprisco B.V. is entitled to levy execution. Enforceability of the remaining EUR 622,831 has been made subject to the outcome of the proceedings between Aprisco B.V. and Serval S.r.l.

The Company duly notified Aprisco B.V. in accordance with the laws of the Netherlands about appealing the judgement of the Rotterdam Court and filed the appeal with Hague appeal court on 11 September 2012. On 6 August 2012 Aprisco B.V. had already filed an application to Harju County Court in Estonia for recognition of the judgement Rotterdam Court from 4 July 2012 and for declaration of enforceability of the same in Estonia. On 14 September 2012 the Company filed its position regarding the application of Aprisco B.V. and applied for suspension of the proceeding in Harju County Court. The main arguments of the Company are that the judgement of the Rotterdam Court from 4 July 2012 has not come into force and cannot therefore be recognised or declared enforceable and that recognition of the judgement would contradict the essential principles of Estonian law (public order).

Additionally judicial mortgages in amount of EUR 269,171.52 have been established in favour of Aprisco B.V. on the three apartment ownerships owned by the Company at Narva rd 13a. Proceeding of Company's appeal against court ruling for releasing of its property is currently pending.

#### **Claim of KanAm against former group company PK Investment SIA**

Based on agreement dated 23 July 2007 PK Investment SIA (a former Group Company) sold the Domina Shopping Centre to KanAm for the consideration of EUR 147,000,000. KanAm presented a claim in the amount of EUR 6,837,846 against PK Investment SIA to the Arbitration Institute of Stockholm Chamber of Commerce. On 31 January 2011 the Arbitration Institute of Stockholm Chamber of Commerce ruled that PK Investment SIA shall pay to KanAm EUR 3,770,335 and compensate expenses incurred with respect to the claims of Inexet Latvia SIA and repair wall insulation defects in Domina Shopping Centre. The arbitral award was submitted for recognition and enforcement in Latvia. The first instance court decision satisfied the application of KanAm. The Regional Court of Riga (second instance) denied the recognition and enforcement of the arbitral award. The decision of the Regional Court of Riga mistakenly set out the right to appeal. The Supreme Court has declared that the decision of the Regional Court of Riga is final and appeal cannot be submitted. At the moment there are no court or arbitration proceedings pending between the parties. According to the Management Board, the Company and its subsidiaries have fulfilled all their monetary obligations towards PK Investments SIA and the subsidiary of the Company sold all the shares of PK Investments SIA to third party in 2011.

#### **Claim of Iecere SIA**

Iecere SIA has made a claim in the amount of EUR 89,880 against SIA "Hotel Management Services" regarding the termination of the agreement on cleaning services. No litigation proceedings have been initiated yet.

#### **Claims against PK Invest UAB**

There are three cases that have been initiated against PK Invest UAB. In two cases the claimants request repayment of advance payments (with interest) that were paid under preliminary agreements for sale of immovable property concluded with PK Invest UAB. The total dispute amount under both cases is EUR 121,176. PK Invest UAB estimates that it will prevail at least in one of the cases, where the dispute amount is equal to EUR 47,887. The claims are secured by attachment of company's funds in the amount of EUR 17,374 and 21/100 part of one real estate object. Third case is submitted by the contractor requesting for the EUR 57,099 and 8.06 % annual interest for the performed works in Šaltinių Namai Residential Complex. PK Invest UAB did not agree with the claim because the works were performed unduly and the deficiencies were recorded by the parties in writing.

Please note that there are number of smaller legal disputes. For further information please see Note 31 to the Interim Financial Statements.

### 13. STRUCTURE OF THE GROUP AND SUBSIDIARIES

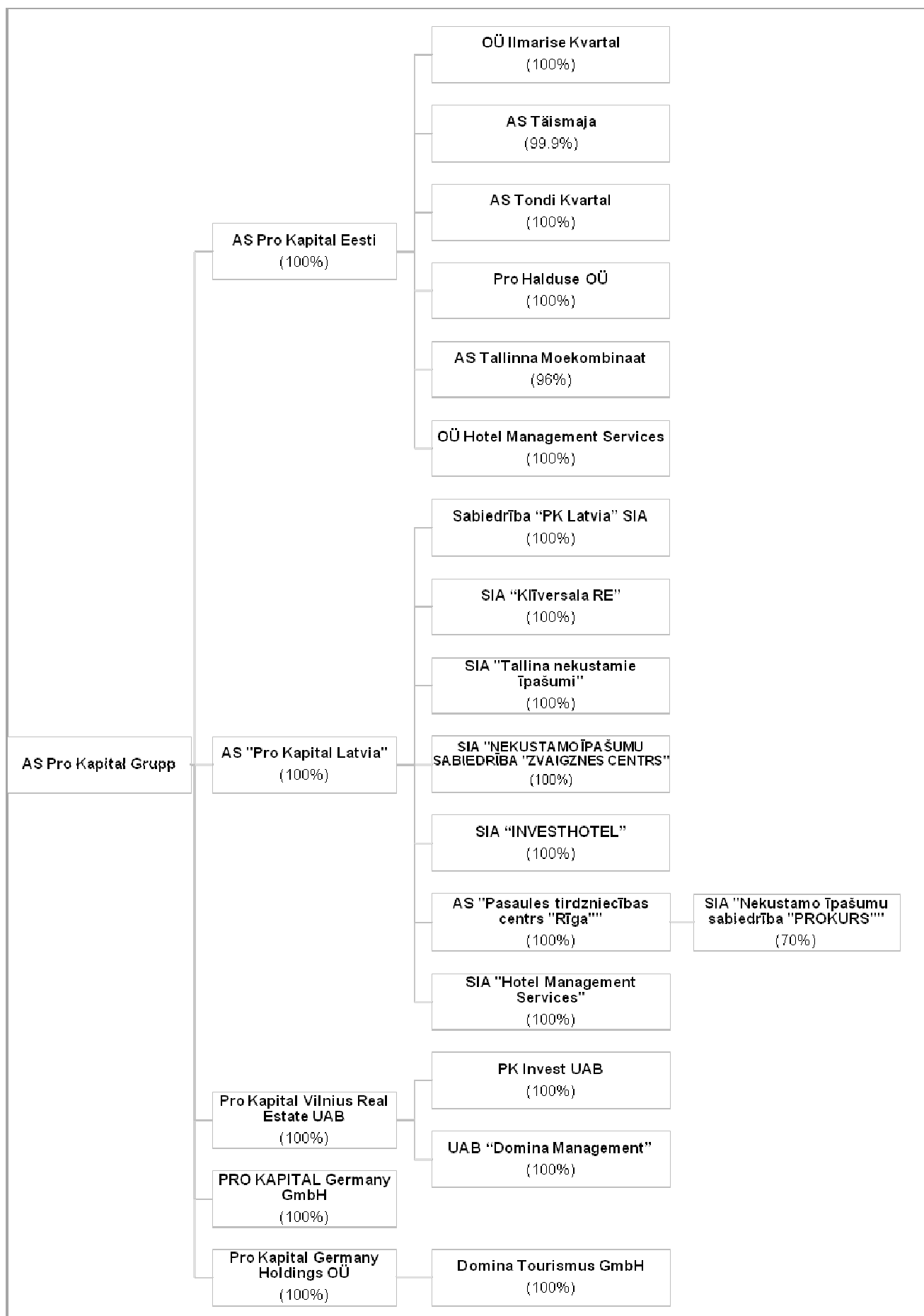
The Company is the parent company of the Group. The main activity of the Company is to hold shares in its subsidiaries, providing financing and management services to its subsidiaries and third parties. The Company is not directly engaged in real estate development or hotel management. The Company is incorporated in Estonian. As at the date of the Prospectus, 22 subsidiaries of the Company belong to the Group. All Group Companies are limited liability companies. The Company owns:

- **100%** of shares in **AS Pro Kapital Eesti**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia, and with the share capital of EUR 16,880,400. AS Pro Kapital Eesti owns several units of real estate, including the land plot of Kalarranna Residential Complex, one of the land plots designated for the Peterburi Rd. Shopping Centre and several immovable properties in Ilmarine Quarter (premises used by PK Ilmarine Hotel). AS Pro Kapital Eesti is also the direct holding company for the following Group Companies:
  - **100%** of shares in **OÜ Ilmarise Kvartal**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia and with the share capital of EUR 2,556. OÜ Ilmarise Kvartal is the company, which developed Ilmarine Quarter and it currently owns several immovable properties in Ilmarine Quarter;
  - **99.9%** of shares in **AS Täismaja**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia, and with the share capital of EUR 15,300,000. AS Täismaja is the company, which developed Kristiine Shopping Centre and disposed of it in 2011;
  - **100%** of shares in **AS Tondi Kvartal**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia, and with the share capital of EUR 159,750. AS Tondi Kvartal is the company, which is developing Tondi Quarter;
  - **100%** of shares in **Pro Halduse OÜ**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia, and with the share capital of EUR 25,560. The main activity of Pro Halduse OÜ is real estate management;
  - **96%** of shares in **AS Tallinna Moekombinaat**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia, and with the share capital of EUR 12,072,000. AS Tallinna Moekombinaat is the owner of one of the land plots designated for the Peterburi Rd. Shopping Centre and the developer thereof. To the knowledge of the Management Board, 4% of the shares in AS Tallinna Moekombinaat are owned by Celensia Limited;
  - **100%** of shares in **OÜ Hotel Management Services**, a limited liability company registered in Estonia with the registered address at Põhja pst 23, Tallinn, 10414, Estonia, and with the share capital of EUR 25,000. OÜ Hotel Management Services is operating PK Ilmarine Hotel in Ilmarine Quarter;
- **100%** of shares in **Akciju sabiedrība "Pro Kapital Latvia" (AS "Pro Kapital Latvia")**, a joint stock company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 7,000,000 (approx. EUR 9,960,103). AS "Pro Kapital Latvia" is the direct holding company for the following Group Companies:
  - **100%** of shares in **Sabiedrība "PK Latvia" SIA**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 2,000 (approx. EUR 2,846). Sabiedrība "PK Latvia" SIA is the owner of certain real estate at Stabu street 19 in Rīga, Latvia;
  - **100%** of shares in **Sabiedrība ar ierobežotu atbildību "Klīversala RE" (SIA "Klīversala RE")**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 10,212,223 (approx. EUR 14,530,684). SIA "Klīversala RE" is the company, which plans to develop Klīversala Residential Complex in Rīga, Latvia;
  - **100%** of shares in **Sabiedrība ar ierobežotu atbildību "Tallina nekustamie īpašumi" (SIA "Tallina nekustamie īpašumi")**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 1,600,000 (approx. EUR 2,276,595). SIA "Tallina nekustamie īpašumi" is the company, which develops Tallinas St. Residential Complex in Rīga, Latvia;

- **100%** of shares in **Sabiedrība ar ierobežotu atbildību "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS" (SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS")**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 1,200,000 (approx. EUR 1,707,446). SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS" is the company, which plans to develop Zvaigznes Centre in Rīga, Latvia;
- **100%** of shares in **Sabiedrība ar ierobežotu atbildību "INVESTHOTEL" (SIA "INVESTHOTEL")**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia and with the share capital of LVL 700,000 (approx. EUR 996,010). SIA "INVESTHOTEL" is the company, which owns the property of PK Rīga Hotel;
- **100%** of shares in **Akciju sabiedrība "Pasaules tirdzniecības centrs "Rīga" (AS "Pasaules tirdzniecības centrs "Rīga"")**, a joint stock company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 1,192,777 (approx. EUR 1,697,169). AS "Pasaules tirdzniecības centrs "Rīga" is the company, which operates World Trade Centre Rīga. AS "Pasaules tirdzniecības centrs "Rīga" is also the owner of **70%** of shares in in **Sabiedrība ar ierobežotu atbildību "Nekustamo īpašumu sabiedrība "PROKURS" (SIA "Nekustamo īpašumu sabiedrība "PROKURS"")**, a limited liability company registered in Latvia with registered address at Elizabetes iela 2, Rīga, LV-1340, Latvia, and with the share capital of LVL 1,427,600 (approx. EUR 2,031,292), which owns certain real estate in a residential building at Kugu St. in Rīga;
- **100%** of shares in **SIA "Hotel Management Services"**, a limited liability company registered in Latvia with registered address at Pulkveža Brieža iela 11, Rīga, LV-1010, Latvia, and with the share capital of LVL 400,000 (approx. EUR 569,149). SIA "Hotel Management Services" is the company, which operates PK Rīga Hotel;
- **100%** of shares in **Pro Kapital Vilnius Real Estate UAB**, a limited liability company registered in Lithuania with registered address at Didžioji g. 39/1, Vilniaus m. sav. Vilniaus m., Lithuania and with the share capital of LTL 4,610,000 (approx. EUR 1,335,148). Pro Kapital Vilnius Real Estate UAB is the direct holding company for the following Group Companies:
  - **100%** of shares in **PK Invest UAB**, a limited liability company registered in Lithuania with registered address at Didžioji g. 39/1, Vilniaus m. sav. Vilniaus m., Lithuania and with the share capital of LTL 2,840,000 (approx. EUR 822,521). PK Invest UAB is the company, which is developing Šaltinių Namai Residential Complex;
  - **100%** of shares in **UAB "Domina Management"**, a limited liability company registered in Lithuania with registered address at Didžioji g. 39, Vilniaus m. sav. Vilniaus m., Lithuania and with the share capital of LTL 10,000 (approx. EUR 2,896). UAB "Domina Management" is the company, which is providing management services to the Šaltinių Namai Residential Complex;
- **100%** shares in **PRO KAPITAL Germany GmbH**, a limited liability company registered in Germany with the registered address at Kaiser-Wilhelm-Ring 50, 50672 Köln, Germany and with the share capital of EUR 25,000. PRO KAPITAL Germany GmbH is the owner of a hereditary building right (building title) entitling it to own PK Parkhotel Kurhaus buildings, which it leases to Domina Tourismus GmbH;
- **100%** shares in **Pro Kapital Germany Holdings OÜ**, a limited liability company registered in Estonia with the registered address at Põhja pst 21, Tallinn, 10414, Estonia and with the share capital of EUR 2,500. Pro Kapital Germany Holdings OÜ owns **100%** of shares in **Domina Tourismus GmbH**, a limited liability company registered in Germany with the registered address at Kurhausstraße 28, 55543 Bad Kreuznach, Germany and with the share capital of EUR 116,250. Domina Tourismus GmbH is the company, which operates PK Parkhotel Kurhaus.

The Company does not hold any shares in any other company in addition to the Group Companies referred to above.

The chart below illustrates the organisational structure of the Group as at the date of this Prospectus.



## 14. RELATED PARTY TRANSACTIONS

The Company and certain other Group Companies have entered into certain agreements with related parties. The following table outlines the Group's receivables from and payable to the related parties as at 30 June 2012:

<b>Receivables from related parties</b>	<b>Outstanding amount as at 30 June 2012</b>
EUR ('000)	
<hr/>	
Significant owners and owner related companies	
Current receivables from related parties	483
SIA RE & RE	318
Sitei Baltics SIA	164
AS Domina Vacanze Holding	1
<b>Total</b>	<b>483</b>
<hr/>	
<b>Payables to related parties</b>	<b>Outstanding amount as at 30 June 2012</b>
EUR ('000)	
<hr/>	
Significant owners and owner related companies	
Payables to related parties	4,077
Svalbork Invest OÜ	4,077
<b>Total</b>	<b>4,077</b>
<hr/>	
<b>Holdings in the Ultimate Parent Company</b>	<b>As at 30 June 2012</b>
Members of the Council and individuals related to them	8.61%

The most relevant and material of the recent and on-going agreements with related parties are described below. The Management Board believes that all of the related party transactions have been made on an arm's length terms.

### Transactions with Svalbork Invest OÜ

#### **Loans given to Svalbork Invest OÜ**

Svalbork Invest OÜ is an Estonian company controlled by Ms Evelyn Tihemets. Please also read Section 3 (*Shareholders of the Company*) of Part XI (*Information on Company, Shares and Share Capital*). During 2002 to 2003 SIA "Kliversala RE" granted short term loans to Svalbork Invest OÜ under the following loan agreements (all such loans have been granted in LVL):

- Loan Agreement, dated 31 May 2002, loan amount EUR 1,422,872 (LVL 1,000,000), annual interest 3%;
- Loan Agreement, dated 10 March 2003, loan amount EUR 319,042 (LVL 224,224), annual interest 3%;
- Loan Agreement, dated 30 April 2003, loan amount EUR 1,422,872 (LVL 1,000,000), annual interest 3%.

These loans have been repaid by Svalbork Invest OÜ by way of set-off. Please see "Novation of loans given to Svalbork Invest OÜ" below.

#### **Purchase of shares of AS Täismaja from Svalbork Invest OÜ**

On 8 September 2011 AS Pro Kapital Eesti purchased 551,775 shares of AS Täismaja owned by Svalbork Invest OÜ for EUR 2,427,810. On 13 October 2011 AS Pro Kapital Eesti purchased 867,439 shares of AS Täismaja for EUR 3,816,732 and on 31 October 2011 8,310,515 shares of AS Täismaja for EUR 36,566,266. Thus the total purchase price for the 9,729,729 shares of AS Täismaja pur-



chased from Svalbork Invest OÜ, which constituted 38.2% of the share capital of AS Täismaja, was EUR 42,810,808.

EUR 11,962,215 of the purchase price has been paid in cash. EUR 21,328,593 of the purchase price was paid to Svalbork Invest OÜ as follows:

- EUR 3,816,732 was paid by way of mutual assignment of claims between the Company and Svalbork Invest OÜ, whereas the Company assigned a claim in the amount of EUR 3,816,732 against AS "Pro Kapital Latvia" (which arose from a loan agreement) to Svalbork Invest OÜ and Svalbork Invest OÜ assigned the claim in the same amount for the purchase price for shares in AS Täismaja to the Company;
- EUR 17,511,861 was also paid by way of mutual assignment of claims between the Company and Svalbork Invest OÜ, whereas the Company assigned a claim in the amount of EUR 17,511,861 against Pro Kapital Rus OOO to OÜ Svalbork Invest (please see "Transfer of Group's Russian business" below) on 1 November 2011 and Svalbork Invest OÜ assigned the claim in the same amount for the purchase price for shares in AS Täismaja to the Company on 22 November 2011.

The rest of the purchase price payable to Svalbork Invest OÜ in the amount of EUR 9,520,000 was transferred by Svalbork Invest OÜ to the Company under a claim transfer agreement concluded between the Company and Svalbork Invest OÜ on 24 January 2012. Pursuant to such claims transfer agreement, the Company undertook to pay the same amount to Svalbork Invest OÜ by 31 March 2012. The Company used the right to postpone partially the due date for such payment until 31 March 2013. The Company is required to pay interest in the amount of 5% p.a on the outstanding amount of such debt. As at 30 June 2012, the outstanding amount payable by the Company to Svalbork Invest OÜ was EUR 4,000,000.

#### ***Novation of loans given to Svalbork Invest OÜ***

Under a Novation Agreement concluded between SIA "Klīversala RE" as the creditor, Svalbork Invest OÜ as the debtor and AS "Pro Kapital Latvia" as the new debtor, dated 14 October 2011, the claims of SIA "Klīversala RE" deriving from the loan agreements against Svalbork Invest OÜ in the total amount of EUR 3,816,732 (please see "Loans given to Svalbork Invest OÜ" above) were assigned to AS "Pro Kapital Latvia". Such claim of AS "Pro Kapital Latvia" against Svalbork Invest OÜ was set off against the claim in the same amount that Svalbork Invest OÜ had acquired from the Company against AS "Pro Kapital Latvia" (please see "Purchase of shares of AS Täismaja from Svalbork Invest OÜ" above).

#### ***Transfer of Group's Russian business***

On 28 November 2011 the Company and AS Pro Kapital Eesti sold their shares representing 100% of the entire share capital of Pro Kapital Rus OOO to OÜ Svalbork Invest for EUR 253. Transfer of the Russian business also included transfer of all claims of the Company against Pro Kapital Rus OOO to OÜ Svalbork Invest for EUR 17,511,861. In consideration of such assignment, Svalbork Invest OÜ assigned to the Company a claim in the same amount against AS Pro Kapital Eesti arising from the sale of shares in AS Täismaja to AS Pro Kapital Eesti. In addition, AS Täismaja assigned all its rights and obligations arising from investment agreement between AS Täismaja and OOO Dom Na Moike to OÜ Svalbork Invest in consideration for a payment of EUR 5,900,000 by Svalbork Invest OÜ to the Company. The Group recorded a profit of EUR 6,589,233 from the above transactions, which accumulated as follows: sales price figure minus the figure of net assets of Pro Kapital Rus OOO. The net assets of Pro Kapital Rus OOO were negative. The Company and Svalbork Invest OÜ made a set-off with mutual claims and obligations to settle the payment for the shares and claim transfers. There is no outstanding amounts payable by Svalbork Invest OÜ for the transfer of the Group's Russian business.

#### ***Credit Facility from Svalbork Invest OÜ***

For financing of the working capital of the Company, Svalbork Invest OÜ and the Company have on 16 October 2012 signed a credit line agreement under which Svalbork Invest OÜ shall, upon request of the Company, grant the Company a loan in amount up to EUR 12,000,000 at the annual interest rate of 5%. The credit line agreement shall come into force from the moment of Admission to Trading.

#### ***Loans to SIA "RE & RE"***

SIA "RE & RE" is a Latvian company owning minority shareholding in SIA "Nekustamo īpašumu sabiedrība "PROKURS"". SIA "Nekustamo īpašumu sabiedrība "PROKURS"" granted a short term

loan to SIA "RE & RE" under the Loan Agreement, dated 24 August 2006, loan amount EUR 213,431 (LVL 150,000), annual interest of 4%. On 5 February 2007, another short-term loan in the amount of EUR 1,932,128 (LVL 1,357,907) with annual interest of 4%, was granted by SIA "Nekustamo īpašumu sabiedrība "PROKURS"" to SIA "RE & RE". Loans were given in LVL. Pursuant to the loan agreement the loan could be repaid in a manner of the offset against upcoming dividends. The parties have set off the claims of SIA "Nekustamo īpašumu sabiedrība "PROKURS"" against SIA "RE & RE" arising from the above-referred loan agreement against the payments of dividends resolved to be paid by SIA "Nekustamo īpašumu sabiedrība "PROKURS"" to SIA "RE & RE" under the following covenants:

- Covenant on set-off of mutual claims, dated 11 April 2007, amount of set off EUR 103,473 (LVL 72,721);
- Covenant on set-off of mutual claims, dated 14 April 2008, amount of set off EUR 1,676,338 (LVL 1,178,137);
- Covenant on set-off of mutual claims, dated 14 April 2009, amount of set off EUR 88,302 (LVL 62,059);
- Covenant on set-off of mutual claims, dated 14 April 2010, amount of set off EUR 76,085 (LVL 53,473);
- Covenant on set-off of mutual claims, dated 27 April 2012, amount of set off EUR 24,008 (LVL 16,873).

As at 30 June 2012, the outstanding loan amount (principal) under the above-referred loan agreements was EUR 313,888 (LVL 220,602). Accumulated unpaid interest as at 30 June, 2012 was EUR 4,207 (LVL 2,956).

#### **Loans to Sitei Baltics SIA**

Sitei Baltics SIA is a Latvian company owning minority shareholding in SIA "Nekustamo īpašumu sabiedrība "PROKURS"". SIA "Nekustamo īpašumu sabiedrība "PROKURS"" granted a short term loan to Sitei Baltics SIA under the Loan Agreement, dated 5 February 2007, loan amount EUR 539,735 (LVL 379,329), annual interest of 4%. On 26 April, 2007, another short-term loan in the amount of EUR 533,043 (LVL 374,625) with annual interest of 4%, was granted by SIA "Nekustamo īpašumu sabiedrība "PROKURS"" to Sitei Baltics SIA. Loans were given in LVL. Pursuant to the loan agreement the loan could be repaid in a manner of the offset against upcoming dividends. The parties have set off the claims of SIA "Nekustamo īpašumu sabiedrība "PROKURS"" against Sitei Baltics SIA arising from loan agreement against the payments of dividends resolved to be paid by SIA "Nekustamo īpašumu sabiedrība "PROKURS"" to Sitei Baltics SIA under the following covenants:

- Covenant on set-off of mutual claims, dated 11 April 2007, amount of set off EUR 51,737 (LVL 36,361);
- Covenant on set-off of mutual claims, dated 14 April 2008, amount of set off EUR 817,262 (LVL 574,375);
- Covenant on set-off of mutual claims, dated 14 April 2009, amount of set off EUR 44,152 (LVL 31,030);
- Covenant on set-off of mutual claims, dated 14 April 2010, amount of set off EUR 38,043 (LVL 26,737);
- Covenant on set-off of mutual claims, dated 27 April 2012, amount of set off EUR 12,003 (LVL 8,436).

As at 30 June 2012, the outstanding loan amount under the above-referred loan agreement was EUR 160,987 (LVL 113,142). Accumulated unpaid interest as at 30 June 2012 was EUR 2,467 (LVL 1,734).

#### **Sale of property to OÜ Colosseum**

OÜ Colosseum is a Company owned by Trell LLC, Estonian company controlled by Ms Evelyn Ti-hemets. Please also read Section 3 (*Shareholders of the Company*) of Part XI (*Information on Company, Shares and Share Capital*). The following transactions were concluded between the Group Companies and OÜ Colosseum at the end of 2011 and in the beginning of 2012:

- OÜ Ilmarise Kvartal has sold to OÜ Colosseum 29 apartments at Põhja pst 23 and 29 parking spaces at Jahu 1 (all in form of apartment ownerships);
- AS Tondi Kvartal has sold to Colosseum OÜ 8 apartments at Tondi 51 and 4 parking spaces at Tondi 51 (all in form of apartment ownerships);
- AS Pro Kapital Grupp has sold to Colosseum OÜ its legal share of 451/10,000 of Narva road 13 immovable (office building).
- SIA "Nekustamo ģpašumu sabiedrība "PROKURS"" has sold 1 apartment ownership to SIA Colosseum Latvia, a Latvian subsidiary of OÜ Colosseum, at Kugu St. 26.
- Pro Kapital Vilnius Real Estate UAB has sold 3 premises to UAB Colosseum Real Estate Vilnius, a Lithuanian subsidiary of OÜ Colosseum, at Didžioji St. 39.
- PK Invest UAB has sold 23 apartments and 13 parking spaces (all in form of apartment ownerships) to UAB Colosseum Real Estate Vilnius, a Lithuanian subsidiary of OÜ Colosseum, at Agonu St. (Šaltinių Namai Residential Complex).

Transactions in the amount of EUR 2,384,000 were made in the second half of 2011 and transactions in the amount of EUR 4,634,000 were made in the first half of 2012. The total value of the transactions was EUR 7,018,000, which was entirely paid as at 30 June 2012.

### Real estate management services provided to OÜ Colosseum

The Group is providing real estate management services regarding the real estate developed by the Group Companies and acquired by OÜ Colosseum. Such services are provided to OÜ Colosseum on the same terms and conditions as to other owners of respective real estate. As at 30 June 2012, the outstanding amount payable by OÜ Colosseum to the Group for its services was EUR 6,000.

### Convertible bonds issued to related parties

The Company has issued 4,025,758 convertible bonds. According to the Management Board's knowledge, as at 1 November 2012, the following related parties owned convertible bonds of the Company:

Name of the related party	Name of the convertible bond	Number of convertible bonds
Eurofiduciaria S.L.R	Pro Kapital Grupp convertible bond PKG1 13.08.2013	809,893
	Pro Kapital Grupp convertible bond PKG2 20.01.2014	311,632
	Pro Kapital Grupp convertible bond PKG3 10.08.2014	450,862
	Pro Kapital Grupp convertible bond PKG4 16.09.2014	466,673
	Pro Kapital Grupp convertible bond PKG5 29.11.2014	249,977
	Pro Kapital Grupp convertible bond PKG6 08.03.2015	495,538
	Pro Kapital Grupp convertible bond PKG7 25.05.2015	58,387
Anndare Ltd.	Pro Kapital Grupp convertible bond PKG1 13.08.2013	2,252
	Pro Kapital Grupp convertible bond PKG2 20.01.2014	9
	Pro Kapital Grupp convertible bond PKG3 10.08.2014	156,602
	Pro Kapital Grupp convertible bond PKG5 29.11.2014	152,276
	Pro Kapital Grupp convertible bond PKG6 08.03.2015	73,735

	Pro Kapital Grupp convertible bond PKG7 25.05.2015	30,500
Mr. Emmanuele Bozzone	Pro Kapital Grupp convertible bond PKG7 25.05.2015	22,224

The above-referred related parties hold 3,250,365 convertible bonds in total. Eurofiduciaria S.L.R, a shareholder of the Company, holds 2,842,962 convertible bonds. Anndare Ltd., a shareholder of the Company, holds 385,179 convertible bonds. Mr. Emmanuele Bozzone, chairman of the Supervisory Council, holds 22,224 convertible bonds.

Each such convertible bond may be converted to one Share or is redeemable in consideration for a payment of EUR 2.8 added by accrued interest thereon. Please see Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*) regarding the terms of the convertible bonds.

### **Payments to the managers of the Group**

The Group Companies made payments to the members of the Management Board, Supervisory Council and other Key Executives in the amount of EUR 1,214,321 in 2009, in the amount of EUR 1,105,672 in 2010 and in the amount of EUR 1,155,000 in 2011. These amounts include income tax paid by the Group. For additional information regarding related party transactions, please see:

- Note 29 to the Special Purpose Combined Financial Statements;
- Note 29 to the Interim Financial Statements;
- Section 3 (*Management Remuneration and Benefits*) of Part X (*Management*).

## **PART X. MANAGEMENT**

### **1. STRUCTURE OF THE MANAGEMENT**

The Company is managed by the General Meeting of Shareholders, the Supervisory Council and the Management Board. Please also read Section 1 (*Introduction to Estonian Company Law*) of Part XII (*Estonian Securities Market*).

#### **Supervisory Council**

The Supervisory Council is a directing body of the Company which plans the activities of the Company, organises the management of the Company and supervises the activities of the Management Board. The Supervisory Council shall notify the General Meeting of Shareholders of the results of supervision. The Supervisory Council shall approve the budget of the Company..

The consent of the Supervisory Council is required for conclusion of transactions which are beyond the scope of everyday economic activities and, above all, for conclusion of transactions which bring about:

- the acquisition or termination of holdings in other companies; or
- the acquisition, transfer or dissolution of a business; or
- the transfer of immovables or registered movables the value whereof exceeds EUR 300,000, and encumbrance of immovables or registered immovables (of any value); or
- the foundation or closure of foreign branches; or
- the making of investments exceeding a prescribed sum of expenditure for the current financial year; or
- the assumption of loans or debt obligations exceeding a prescribed sum for the current financial year (except intra-group loans); or
- the granting of loans or the guarantee of debt obligations (except intra-group loans) if this is beyond the scope of everyday economic activities.

According to the Articles of Association, the Supervisory Council consists of three to seven members elected by the General Meeting of Shareholders for a term of 3 years. Members of the Supervisory Council elect a chairman among themselves. The chairman is responsible for organizing the activities and chair the meetings of the Supervisory Council.

Meetings of the Supervisory Council are held when necessary but not less frequently than once every three months. A meeting of the Supervisory Council is also convened when so demanded by a member of the Supervisory Council, the Management Board, the auditor of the Company or the shareholders whose shares represent at least 1/10 of the share capital of the Company.

Meeting of the Supervisory Council has a quorum when more than half of the members of the Supervisory Council are present. Resolutions of the Supervisory Council adopted at the meeting require simple majority of votes. The Supervisory Council may also adopt resolutions without convening a meeting if all of the members of the Supervisory Council consent thereto. In order to adopt a resolution of the Supervisory Council without convening a meeting, more than one-half of all votes of the members of the Supervisory Council must be in favour.

According to the Company's Articles of Association, the General Meeting of Shareholders may resolve to grant the Supervisory Council the right to increase the share capital of the Company. As at the date of this Prospectus, no resolution of the General Meeting of Shareholders exists permitting the Supervisory Council to increase the share capital of the Company.

As at the date of this Prospectus, the Supervisory Council consists of six members:

Name	Citizenship	Year of birth	Member since	Position	Current term expires
Emanuele Bozzone	Swiss	1964	05.07.2010	Chairman	05.07.2013
Sari Aitokallio	Finnish	1960	13.04.2012	Member	13.04.2015
Renato Lorenzo Bullani	Italian	1945	05.07.2010	Member	05.07.2013
Pertti Huuskonen	Finnish	1956	13.04.2012	Member	13.04.2015
Petri Olkinuora	Finnish	1957	13.04.2012	Member	13.04.2015
Giuseppe Prevosti	Italian	1946	05.07.2010	Member	05.07.2013

**Mr Emanuele Bozzone** holds a degree in economics and trade. Mr Bozzone has a vast experience in finance. He has been a manager and independent consultant in the finance field since 1999. Mr Bozzone is a Swiss licensed fiduciary. From 2010 Mr Bozzone is a director, wealth manager and partner in Regis Invest SA in Lugano, Switzerland; from 2005 a sole director, founder and partner in EBTG e Associati SA (formerly named Bozzone E Associati SA) in Chiasso, Switzerland. Additionally, he is a sole director, founder and partner in EBCO Fiduciaria SA in Chiasso, Switzerland. Mr Bozzone is also holding a senior managing position in EBCO Trustees Sagl in Chiasso, Switzerland.

**Ms Sari Aitokallio** holds a Master of Laws (LLM) degree. Ms Aitokallio is a Senior Vice President in the field of finance and administration in Metso Automation Inc. (Business division of Metso Corporation, Finland). Previously she has also been a member of the Board of Directors of Arctia Shipping Oy (former Finstaship) (2006-2011), Kemira GrowHow Inc. (2004-2007) and Chief Financial Officer of Sponda Plc. (2002-2006). Additionally, Ms Aitokallio has been a member of the Board of Directors of SOS Children's Villages Finland until 2011. Currently she is a member of the Board of SOS Children's Villages Foundation Finland.

**Mr Renato Lorenzo Bullani** holds a federal qualification in economics, specialized in financing and accounting. Mr Bullani has a financing background. He has worked for Banca Popolare Svizzera of Chiasso. Currently Mr Bullani is the Chief Executive Officer of Fiduciaria Studio Renato Bullani. He is also a director of a freight company Rusconi & Cippà SA in Chiasso and a self-employed fiduciary accountant since 1972. Mr Bullani is also a partner and vice-chairman of Fiduciaria Mega S.A. (Chiasso/Lugano).

**Mr Pertti Huuskonen** holds M.Sc. (Eng.) and eMBA degrees. Mr Huuskonen has a vast experience in planning and preparation of acquisitions. Mr Huuskonen has *inter alia* considerable experience in developing modern service concepts in the field of real estate and executing business, in planning and leasing of commercial premises, land consolidation, property transaction and property development. Mr Huuskonen has been a member of the Board of Directors of Technopolis Plc. since 2008 (whereas he was the full-time Chairman of the Board of Directors of Technopolis Plc. during 2008–2011). Since 2011 he is holding several positions (including the Chief Executive Officer) in the investment and consulting company Lunacon Oy (investments and consulting), which is a company owned by Mr Huuskonen. He is also a member of the Board of Kaleva Oy, the largest media company in North Finland, and the Chairman of the Board of LapTi-Invest Oy (day care & senior living facilities). Previously Mr Huuskonen has *inter alia* been the President and CEO of Technopolis Plc. (1985-2008), the chairman of the supervisory council of Technopolis Ülemiste AS (2010-2011), a member of the Board of Detection Technology Oy (2002-2007). Mr Huuskonen is also Academic Executive Advisor in Oulu Business School (since 2011) and the Honorary Consul of Sweden in Oulu Province, Finland (since 1997).

**Mr Petri Olkinuora** holds M.Sc. (construction engineering) and MBA degrees. Mr Olkinuora has a long and successful career as the CEO of Citycon Oyj (a Helsinki based listed property company), vast experience in real estate, acquisition, finance and development. Mr Olkinuora is the Deputy Chairman of the Board of BPT Asset Management A/S (leading real estate asset manager around the Baltic Sea area) (since 2011) and a member of the Board of A-Insinöörit Oy (leading engineering company in Finland) (since 2011), Tapiolan jalkapallostadion Oy (developer of the first closed roof football stadium and arena) (since 2012), Koja-Yhtiöt Oy (industrial company making ventilation machines for buildings and ships) (since 2004), Rapal Oy (software company which developed Optimize and Fore programmes) (since 2002), VRP Rakennuspalvelut Oy (small residential developer and construction company in Finland) (since 2012) and Tampereen Keskusareena Oy (a company that will develop a grand ice hockey and event arena in Tampere, Finland) (since 2012). Mr Olkinuora is also

running his own investment business within Forbia Oy, which is providing advisory services in property and construction related companies (since 2011). During 2002 – 2011 Mr Olkinuora was the Chief Executive Officer of Citycon Oyj, a Helsinki based real estate company active in Finland, Sweden and the Baltic States and a board member of several of its subsidiaries (real estate and holding companies). Mr Olkinuora has also, *inter alia*, served as the Deputy Chairman (2002-2003) and a Board Member (2007-2009) of the Board of Finnish Association for Building Owners RAKLI ry, member of the Board of European Public Real Estate Association EPRA (2006-2009) and a founding member of the Board of Finnish Green Building Association ry (2010-2012).

**Mr Giuseppe Prevosti** holds a diploma in land surveying. Since April 2012 Mr Prevosti is the chairman of the Board of Directors of Preca Brummel S.p.A, a market leader in Italy in the field of children's wear, which owns several successful brands popular over Europe in the children's wear category (BRUMS; BIMBUS; MEK; SUOMY etc.). During the period from 1981 to March 2010 he was the General Manager of Preca Brummel S.p.A.

The business address of members of the Supervisory Council of the Company is c/o AS Pro Kapital Grupp, Põhja pst 21, Tallinn, 10414, Estonia.

## Management Board

The Management Board is a directing body of the Company, which represents and directs the Company. The Management Board shall, in directing the Company, act in compliance with the Company's Articles of Association and lawful orders of the Supervisory Council.

Transactions, which are beyond the scope of ordinary economic activities of the Company, may only be concluded by the Management Board with the consent of the Supervisory Council. The Management Board is required to act in the most economically purposeful manner. The Management Board must present an overview of the economic activities and economic situation of the Company to the Supervisory Council at least once every four months and must immediately give notice of any material deterioration of the economic condition of the Company or of any other material circumstances related to the economic activities of the Company. The Management Board must organise the accounting of the Company. The Management Board must also prepare the matters to be discussed at the General Meeting of Shareholders, prepare the draft resolutions for the General Meeting of Shareholders and guarantee the enforcement of the resolutions of the General Meeting of Shareholders.

On the basis of a resolution of the General Meeting of Shareholders on the conditional increase of the share capital of the Company, the Management Board is entitled to resolve to actually increase the share capital of the Company and to issue new Shares. Please also read Section 5 (*Convertible Securities, Exchangeable Securities and Securities with Warrants*) of Part XI (*Information on Company, Shares and Share Capital*).

The Management Board must have one to five members. The members of the Management Board shall be elected and removed by a resolution of the Supervisory Council. The term of authority of a member of the Management Board is three (3) years unless the Supervisory Council decides otherwise. In order to elect a member of the Management Board, his or her written consent is required. If the Management Board has more than two members, the Supervisory Council appoints a chairman for the Management Board. In such a case the chairman for the Management Board must organise the activities of the Management Board. According to the Articles of Association of the Company, each member of the Management Board is entitled to represent the Company and to sign on its behalf.

As at the date of this Prospectus, the Management Board consists of the following members:

Name	Year of birth	Member since	Position	Current term expires
Paolo Vittorio Michelozzi	1961	22.11.2001	Member	31.07.2015
Allan Remmelkoor	1971	30.05.2008	Member	16.05.2014

**Mr Paolo Vittorio Michelozzi** holds General Certificate of Education (building surveyor) from Collegio Arcivescovile, Saronno, Italy. Mr Michelozzi has been employed in the Company since 1994. Mr Michelozzi has an extensive experience of more than 30 years in different real estate development projects in Italy as well as other European countries. Mr Michelozzi is a member of the Management Board and management boards of several other Group Companies. He was also a member of the management board of AS Domina Vacanze Holding, a company that was established in the course of the Division of the Company (2011-2012), CEO (2005-2008) and Chairman of the Board of Directors

(2008-2012) of Domina Vacanze SpA, a company that was separated from the group in the course of the Division. Mr Michelozzi has also been the Chairman of the Board of Domina Hotel Group SpA (2008-2010), member of the supervisory council of Hypermarket AS (1997-2008) and the member of management board of SIA PK Investments (2003-2011). Since 2006 Mr Michelozzi is the member of the management board of SIA PB11 (Latvia), a company owned by him. SIA PB11 is an asset holding company without active business.

**Mr Allan Remmelkoor** holds bachelor degree in small business administration from Tallinn Technical University. Mr Remmelkoor has held executive positions in the Group since 1997. In addition to being a member of the management board of the Company and several other Group Companies (*inter alia* AS Pro Kapital Eesti) Mr Remmelkoor is a member of the management board of Hypermarket SIA. He was a member of the management board of AS Domina Vacanze Holding, a company that was established in the course of the Division of the Company (until May 2012). He has also been a member of supervisory council of AS BALTIKA (from 2006 until April 2012), a company listed on the stock exchange operated by NASDAQ OMX Tallinn AS, the managing director and a member of the management board of SIA PK Investments (2003-2011) and a member of the management board of AS Hypermarket (2001-2008). In addition, Mr Remmelkoor is a member of the management board of two non-profit associations: MTÜ Eesti Boule Liit and MTÜ Spordiklubi SCHNELLI.

The business address of the members of the Management Board of the Company is c/o AS Pro Kapital Grupp, Põhja pst 21, Tallinn, 10414, Estonia.

### Other Key Executives

As at the date of this Prospectus, the other Key Executives of the Group include:

Name	Year of birth	Position
Rüta Juzulēnaitē	1976	Chief financial officer (CFO)
Ervin Nurmela	1982	Member of the management board of AS Pro Kapital Eesti and Chief legal counsel of AS Pro Kapital Eesti <sup>1)</sup>
Olga Rudzika	1973	Managing director of AS "Pro Kapital Latvia" <sup>2)</sup>
Neringa Rasimavičienė	1973	General director of Pro Kapital Vilnius Real Estate UAB <sup>3)</sup>

1) The management board of AS Pro Kapital Eesti consists of Mr Allan Remmelkoor, also a member of the Management Board of the Company and Mr Ervin Nurmela.

2) The management board of AS "Pro Kapital Latvia" consists of Mr Paolo Michelozzi and Mr Allan Remmelkoor.

3) The management board of Pro Kapital Vilnius Real Estate UAB consists of Mr Paolo Michelozzi, Mr Ervin Nurmela and Ms Neringa Rasimavičienė.

**Ms Rüta Juzulēnaitē** holds BA degree in international administration from Concordia International University Estonia (Audentes University) and is acquiring MBA (finance) from Tartu University. Ms Juzulēnaitē works as the Chief Financial Officer of the Company since 2012. Before joining the Company, she worked as the head of Financial Department of MAXIMA Eesti OÜ (2004-2011) and was a member of the management board of MAXIMA Eesti OÜ (2005-2008 and 2010).

**Mr Ervin Nurmela** holds BA degree in law from Tartu University Law Institute. He has worked as the chief legal counsel of the company AS Pro Kapital Eesti since 2007. Before joining the Group, he worked in law firm Legalia. Mr Nurmela is also a member of the management board of several Group Companies, including AS Pro Kapital Eesti, OÜ Hotel Management Services, OÜ Ilmarise Kvartal, AS Tallinna Moekombinaat and OÜ Pro Kapital Germany Holdings in Estonia, Pro Kapital Germany GmbH and Domina Tourismus GmbH in Germany and Pro Kapital Vilnius Real Estate UAB and PK Invest UAB in Lithuania. Mr Nurmela has an employment contract with AS Pro Kapital Eesti. He is a member of the supervisory council of two Group Companies: AS Tondi Kvartal and AS "Pasaules tirdzniecības centrs "Rīga". Mr Nurmela has acted as management board member of the following former Group companies, OÜ Põhja pst 23 Hotell (2009-2011), OÜ Vana-Posti 11/13 Hotell (2009-2011) and as the liquidator of OÜ Vegacorp (2007) and Blumberg Halduse OÜ (2008). Mr Nurmela has also represented Group Companies as creditors in bankruptcy proceedings. Mr Nurmela was also a member of bankruptcy committee in OÜ Moda Group until 2010 and is a member of the bankruptcy committee in P.J.L. Trading OÜ. In addition, Mr Nurmela has been a management board member of Domina Hotels Hungary Kft (operating company of Domina Budapest Hotel), which was declared bankrupt 05.11.2010, and Domina Hotel Holland BV (declared bankrupt on 17.01.2012). Outside the Group Mr Nurmela is currently a management board member of the following companies: E.N.Co Holdings OÜ, E.N.Co Projektid OÜ, E.N.Co Investments OÜ, Nurmela & Co Law Firm OÜ, OÜ Coffee



Distribution (under liquidation – liquidator), OÜ Tasuta Vihik, OÜ Scholar, OÜ Sommersby and OÜ Õuehaldus. Mr Nurmela has acted as a management board member in Berg Interiors OÜ (until 2009), in Domina Business Estonia OÜ (for a short period in 2007 and 2008), in KÜ Tööstuse 47A (2009-2011), in OÜ Gnadeberg Kinnisvara (for a short period in 2007), in OÜ E.N.Co Finance (for a short period in 2007), in OÜ Kardirada, a company that has been merged to Nurmela & Co Law Firm OÜ (2006-2011). Mr Nurmela has acted as the member of the management board and liquidator of OÜ Vetares (2007). He has also been a member of the management board of two apartment associations: Korterühistu Nafta 6 (2003-2007) and Korterühistu Tööstuse 47A (2009-2011).

**Ms Olga Rudzika** holds bachelor's degree in English philology and master's degree in social sciences (public administration) from the University of Latvia. She has been working for the Group since 2001, including as the managing director of AS "Pro Kapital Latvia" since May 2008. Ms Olga Rudzika also acts as member of the board of several Group Companies, including SIA "Klīversala RE", SIA "Tallina nekustamie īpašumi", SIA "NEKUSTAMO ĪPAŠUMU SABIEDRĪBA "ZVAIGZNES CENTRS"", SIA "Hotel Management Services". Additionally, she is a board member of AS "Pasaules tirdzniecības centrs "Rīga"" (company, which operates World Trade Centre Riga) and of Condominium's Dzīvokļu īpašnieku kooperatīvā sabiedrība "Kuģu 26". Ms Rudzika's previous positions include board membership in condominium of Dzīvokļu īpašnieku kooperatīvā sabiedrība "Pulkveža Brieža 11".

**Ms Neringa Rasimavičienė** holds bachelor's degree in International Trade from International Business School of Vilnius University. She has also graduated from Management School at "Johnson & Wales" University in United States. She has been working for the Group since 2001. She has been acting as a member of the management board and general manager of PK Invest UAB since 2006 and is currently holding these positions, as well as the member of the board and director of Pro Kapital Vilnius Real Estate UAB since 2008. She was the director of operations of UAB "Domina Management" and project manager in Pro Kapital Vilnius Real Estate UAB and PK Invest UAB until 2007. As from 2005 she holds a position of director of UAB "Domina Management" and from 2006 she is the director of PK Invest UAB. Ms Rasimavičienė has been a key person behind the success of projects like Šaltinių Namai Residential Complex.

The business address of Ms Rūta Juzulėnaitė and of Mr Ervin Nurmela is c/o AS Pro Kapital Grupp, Põhja pst 21, Tallinn, 10414, Estonia. The business address of Ms Olga Rudzika is c/o AS "Pro Kapital Latvia", Elizabetes iela 2, Riga, LV-1340, Latvia. The business address of Ms Neringa Rasimavičienė is c/o Pro Kapital Vilnius Real Estate UAB, Aguonų g. 12, LT03213 Vilnius, Lithuania.

## Committees

Pursuant to Estonian law a company whose shares are admitted to trading on a regulated market must have an audit committee, an advisory body involved in accounting, auditing, risk management, internal control and internal audit, supervision over compliance with laws and budgeting. The members of an audit committee are elected or removed by the Supervisory Council. The audit committee of the Company operates in accordance with Estonian laws and its charter that has been adopted by the Supervisory Council on 16 May 2012. The function of an audit committee is to monitor and analyse

- processing of financial information;
- efficiency of risk management and internal control;
- the process of auditing of annual accounts and consolidated accounts; and
- independence of the auditor and compliance of the auditor's activities with the requirements of laws.

The audit committee is required to make recommendations or proposals to Supervisory Council in the following issues:

- appointment or removal of an audit firm;
- appointment or removal of an internal auditor;
- prevention or elimination of problems and inefficiencies in an organisation; and
- compliance with legislation and the good practice of the professional activities.

The audit committee of the Company must have at least two members. At least two of the members of Company's audit Committee must be experts in accounting, finance or law. As at the date of this Pro-

spectus, the audit committee consists of three members – Sari Aitokallio, Emanuele Bozzone and Pertti Huuskonen.

The Company also has a remuneration committee consisting of two members – Emanuele Bozzone and Petri Olkinuora. The remuneration committee was formed by a resolution of the Supervisory Council for advising the Supervisory Council regarding remuneration and benefits of the Management Board.

### **Internal Auditor**

The Company does not have an internal auditor.

### **Observance of the Corporate Governance Recommendations**

The Corporate Governance Recommendations of NASDAQ OMX Tallinn have been in force since 1 January 2006 and, subject to the Admission to Trading taking place, require the Company to either comply with the recommendations or explain reasons for its non-compliance (“comply or explain”).

Subject to the below exceptions, as at the time of Admission to Trading the Company will fully comply with the Corporate Governance Recommendations. The exceptions include:

- the Company shall not make participation in the General Meeting of Shareholders possible by means of communication equipment (Internet), as this is not ordinary practice by companies listed on the stock exchange and regulated market operated by NASDAQ OMX Tallinn AS and it would result in considerable additional costs for the Company;
- not all Management Board Members have a contract of service with the Company. Allan Remmelkoor who is the Management Board Member of the Company does not have a service contract with the Company, but has service contracts with Company’s subsidiaries AS Pro Kapital Eesti and AS “Pro Kapital Latvia”.
- the members of the Management Board shall be at the same time members of more than two management boards of the Company’s subsidiaries, as the subsidiaries would benefit from the additional competence of the Company’s current Management Board members, Mr Paolo Vittorio Michelozzi and Mr Allan Remmelkoor;
- the remuneration (including the salary, bonuses and other benefits) of each Management Board member of the Company shall not be individually disclosed on the Company’s website and in the Corporate Governance Report. Such personal information is not generally disclosed in the Baltic States and its publication could potentially damage the interests of the Company and privacy of the members of the Management Board. Nevertheless, remuneration related information in respect of Management Board members shall be disclosed as aggregate figures on the Company level.

## **2. MANAGEMENT HOLDINGS**

None of the members of the Supervisory Council and the Management Board nor any of the other Key Executives owns any Shares in the Company except that:

- Mr Giuseppe Prevosti, member of the Supervisory Council of the Company, together with family and through controlled entities holds 8.36% of the existing Shares (including 0.07% of Shares owned by his wife); and
- Mr Renato Lorenzo Bullani, member of the Supervisory Council of the Company, holds 0.3% of the shares in the Company.

The persons among the Key Executives, who have holdings in the Company (above), do not have any restrictions within a certain period of time, regarding their holdings in the Company’s shares.

As at 31 July 2012, the members of the Management Board, Supervisory Council or other Key Executives do not possess convertible bonds or stock options over the Company shares, except Mr Emanuele Bozzone who possesses 22,224 convertible bonds.

### 3. MANAGEMENT REMUNERATION AND BENEFITS

The Group Companies made payments to the the members of the Managing Board, Supervisory Council and other Key Executives in the amount of EUR 1,155,000 in 2011 (including income tax).

No salaries or other remuneration were paid by the Group Companies to the members of the Supervisory Council for the financial year ended on 31 December 2011. The aggregate gross amount of salaries and other remuneration paid by the Group Companies to the members of the Management Board for the financial year ended on 31 December 2011 was EUR 955,141, whereas:

- EUR 526,195 was paid as ordinary salaries and other remunerations;
- EUR 420,666 was paid as extraordinary salaries and other remunerations payable on the basis of the performance of the Group, including EUR 420,033 that was paid in relation to the sale of Kristiine Shopping Centre. Please also read Divestments – Sale of Kristiine Shopping Centre under Section 9 (*Material Contracts*) of Part IX (*Business*); and
- EUR 8,280 was paid as reimbursement for the costs incurred by the members of the Management Board.

The aggregate gross amount of salaries and other remuneration paid by the Group to its other Key Executives for the financial year ended on 31 December 2011 was EUR 133,446.

On 13 April 2012, the General Meeting of Shareholders resolved that the Supervisory Council members Ms Sari Aitokallio, Mr Pertti Huuskonen and Mr Petri Olkinuora will be entitled to:

- EUR 25,000 (gross) remuneration per year, which is payable in consecutive monthly instalments; and

EUR 600 (gross) remuneration for every council meeting, where respective Council Member participated in.

On 14 August 2012, the General Meeting of Shareholders resolved that the Supervisory Council members Mr Giuseppe Prevosti, Mr Renato Lorenzo Bullani and Mr Emanuele Bozzone will be entitled to:

- EUR 25,000 (gross) remuneration per year (except for Mr Emanuele Bozzone who as Chairman of the Supervisory Council will be entitled to EUR 27,500 (gross) remuneration per year), which is payable in consecutive monthly instalments; and
- EUR 600 (gross) remuneration for every council meeting, where respective Council Member participated in.
- additional onetime payment of 10,000 EUR (net amount) payable to Mr Giuseppe Prevosti, Mr Renato Lorenzo Bullani and 15,000 EUR (net amount) payable to Mr Emanuele Bozzone to compensate the work done before the remuneration was decided by the shareholders.

The Company has not entered into service agreements with the members of the Supervisory Council. No benefits have been granted by the Group to the members of the Supervisory Council in addition to the remunerations referred to above (except Lunacon OY and Forbia OY contract – see below, concluded before election of Mr Olkinuora and Mr Huuskonen to the Council).

In addition to the remunerations referred to above, other benefits granted to the members of the Management Board and the other Key Executives include:

- benefits required to be granted to the employees pursuant to applicable laws;
- documented expenses incurred by the members of the Management Board related to their tasks are reimbursable by the Group Companies and the members of the Management Board have the right to a compensated holiday of up to 30 days per year;
- right to use company cars or reimbursement of costs of use of cars and compensation of costs of parking;
- compensation of travel expenses;
- compensation of mobile phone costs.

Members of the Supervisory Council are not entitled to compensation in the event of their dismissal from the Supervisory Council. Under their service and employment agreements, members of the Management Board and members of the management boards and supervisory councils of other Group Companies are entitled to compensation in the event of their dismissal from the respective management board or supervisory council:

- Mr Michelozzi is entitled to a compensation in the amount of the remuneration paid to him within 24 preceding months (including remuneration paid on the basis of the performance of the Group) (i) upon expiration of his term, he is not elected to the Management Board for the subsequent term, (ii) if he is removed from the Management Board by the Supervisory Council (unless this is made due to just case), he dies or the Company is resolved to be dissolved or (iii) if he applies for the resignation from the Management Board for the reason that the Company has breached obligations towards him arising from his service agreement, the laws, Company's Articles of Association, resolutions of the Supervisory Council, Management Board or the General Meeting of Shareholders;
- Mr Remmelkoo is entitled to a compensation in the amount his 8 months' fixed remuneration payable to him by the Company (i) upon expiration of his term, he is not elected to the Management Board for the subsequent term or (ii) if he is removed from the Management Board by the Supervisory Council (unless he is removed due to the breach of his duties or if he has applied for his removal);
- Mr Gilles Serge Toffoletto (a management board member of OÜ Hotel Management Services and SIA "Hotel Management Services") is entitled to compensation in the amount his 2 months' fixed remuneration payable to him by the Company (i) upon expiration of his term, he is not elected to the Management Board for the subsequent term or (ii) if he is removed from the Management Board by the Supervisory Council (unless he is removed due to the breach of his duties or if he has applied for his removal).

The Group does not have pension plans, arrangements or executive schemes for the members of the Management Board, the Supervisory Council or other Key Executives.

Please also read Section 4 (*Transactions with Supervisory Council Members, Management Board Members and Key Executives*) with regard to the transactions concluded between the members of the Management Board, Supervisory Council and other Key Executives and the Group Companies.

#### **4. TRANSACTIONS WITH SUPERVISORY COUNCIL MEMBERS, MANAGEMENT BOARD MEMBERS AND KEY EXECUTIVES**

The Management Board is not aware of any conflicts of interest or potential conflicts of interest between any duties of members of the Supervisory Council, the Management Board and other Key Executives to the Company and their private interests and other duties. The Management Board does not consider any position held by any member of the Management Board or Supervisory Council or other Key Executive referred to in this Part X (*Management*) as raising any conflicts of interest or potential conflicts of interest. Further, all members of the Supervisory Council and other Key Executives have confirmed to the Management Board of having no conflict of interest or potential conflict of interest.

According to the knowledge of the Management Board, neither any member of the Supervisory Council nor any legal entity or any private person affiliated to any member of the Supervisory Council has made any transactions with the Group Companies since 2009.

Mr Paolo Michelozzi is the sole shareholder and chairman of the management board of SIA PB11. On 4 October 2011 an apartment lease agreement was concluded between SIA PB11 as the lessor and SIA "Hotel Management Services" as the lessee. SIA "Hotel Management Services" pays monthly rent of EUR 1,000 (plus VAT 21%). In addition, a management agreement between SIA PB11 and AS "Pro Kapital Latvia" for accounting and legal services existed but was terminated on 31 December 2011.

Mr Allan Remmelkoo is leasing a car to the Company pursuant to an agreement concluded on 11 January 2011.

SIA "Klīversala RE" has concluded a maintenance management contract with condominium Dzīvokļu īpašnieku kooperatīvā sabiedrība "Kuģu 26". Pursuant to the agreement SIA "Klīversala RE" is providing maintenance and accounting services for the condominium, where Ms Olga Rudzika acts as member of the board. Pursuant to the agreement SIA "Klīversala RE" is providing maintenance and accounting services for the condominium.

PK Invest UAB sold an apartment in 2009 to the husband of Ms Neringa Rasimavičienė.

The Company and Nurmela & Co Law Firm OÜ, a company owned and managed by Mr Ervin Nurmela, have entered into a legal service agreement, whereby Mr Ervin Nurmela provides legal services to the Company as the Company does not have a legal department. Thus, the Company outsources legal services from different law firms, including from Nurmela & Co Law Firm OÜ. Nurmela & Co Law Firm OÜ has also occasionally provided legal services to AS Tāismaja (former AS Kristiine Kaubanduskeskus).

On 4 January 2010 AS "Pro Kapital Latvia" and Zvērinātu advokātu birojs ECOVIS CONVENTS have entered into a legal service agreement, whereby Zvērinātu advokātu birojs ECOVIS CONVENTS provides legal services to the Group's Latvian subsidiaries. Zvērinātu advokātu birojs ECOVIS CONVENTS is a law office, a partner of which is Mr Aivars Blūmiņš, the deputy chairman of supervisory board of AS "Pro Kapital Latvia". According to the management, in 2011 AS "Pro Kapital Latvia" paid to Zvērinātu advokātu birojs ECOVIS CONVENTS legal fees in amount of LVL 66,112 (EUR 94,069).

On 15 February 2012, the Company and Lunacon Oy, a company owned by member of the Supervisory Council Mr Huuskonen, concluded a consultation services agreement. Pursuant to the agreement, Lunacon Oy provided expert advisory and consultation services relating to the Offering.

On 15 February 2012, the Company and Forbia Oy, a company owned by member of the Supervisory Council Mr Petri Olkinuora, concluded a consultation services agreement. Pursuant to the agreement, Forbia Oy provided expert advisory and consultation services relating to the Offering.

The capacity in which Lunacon Oy and Forbia Oy acted under the consultation services agreements concluded with the Company, included *inter alia*: i) participating in meetings and negotiations regarding the Offering; ii) monitoring and developing the activities planned in relation to the Offering; iii) consulting the Company regarding communication with media; and iv) advising the Management Board, Supervisory Council and Key Executives regarding preparations and activities of the Offering.

The Management Board believes that all of the above-referred transactions have been concluded by respective Group Companies on arms' length terms. The Management Board is not aware of any other transactions, which the Group Companies have concluded with any member of the Management Board or another Key Executive or any legal entity or private person affiliated to any member of the Management Board or another Key Executive since 2009.

The Management Board is not aware of any arrangements or understandings with major shareholders, customers, suppliers or others, pursuant to which any person was elected to the Supervisory Council, Management Board or was given any other key position in the Company.

## 5. LEGAL ISSUES

The Management Board is not aware of any convictions in relation to fraudulent offences with respect to the members of the Supervisory Council, the Management Board or other Key Executives of the Group. The Management Board is not also aware that any official public incrimination and/or sanctions of any of the members of its Supervisory Council, Management Board or other Key Executives by statutory or regulatory authorities (including designated professional bodies) and that any such person has ever been disqualified by a court from acting as a member of the administrative, management or supervisory bodies of an issuer or from acting in the management or conduct of the affairs of any issuer.

There are no family relationships between the Key Executives and/or members of the Management Board and/or Supervisory Council and/or other members of administrative, management, and supervisory bodies and other senior management of the Group.

Except as provided below, the Management Board is not aware of any liquidations or bankruptcies of companies in which any of the members of its Supervisory Council, Management Board or other Key

Executives has acted as a member of the supervisory, management or administrative body at any time in the previous five years.

- Mr Nurmela was a management board member of Domina Hotels Hungary Kft (operating company of Domina Budapest Hotel), which was declared bankrupt 5 November 2010. One of the reasons for bankruptcy was a change of strategy of Domina hotel chain. It was a decision of the Domina Hotel Group S.p.A. (new business name Serval Srl) to close all hotels, which were operated outside Group properties. Rental agreement was terminated with the owner of the property where the hotel operated. Due to substantial losses earned before the new management board was appointed, including the appointment of Mr Nurmela and termination of business activities of the company, it was decided to file for bankruptcy of the company.
- Mr Nurmela was a management board member of Domina Hotel Holland BV (declared bankrupt on 17 January 2012). Domina Hotel Holland BV was the operator company of Domina Rotterdam hotel. Domina Hotel Holland BV was subleasing the property from parent company Domina Hotel Group S.p.A. (new business name Serval Srl). The main rent agreement between the owner and DHG was terminated due to non-payment of rental fees by DHG and change in strategy (closing all non Pro Kapital property hotels). The reason for bankruptcy was that Domina Hotel Holland BV was ordered to vacate the premises right before the start of the high season (the most profitable season for a hotel by which it recovers the losses of low season). The goal of the management board was to find a compromise with creditors in regards to payment of outstanding amounts (reduction of amounts). As the compromise was not found, it was decided to allow the company to be declared bankrupt.
- Mr Nurmela acts as the liquidator of OÜ Coffee Distribution, a company outside the Group, which is currently under liquidation.
- In 2007, Mr Nurmela acted as the liquidator of the former Group Company OÜ Vegacorp and as a member of the management board and liquidator of OÜ Vetares (2007), which has not belonged to the Group.
- Mr Paolo Vittorio Michelozzi was a management board member of former group company Serval Srl (former Domina Hotel Group Spa) (until 2010), which in 2011 started liquidation proceedings. Process of coming to an agreement with creditors for reduction of creditors' claims is on-going.

## PART XI. INFORMATION ON COMPANY, SHARES AND SHARE CAPITAL

### 1. GENERAL INFORMATION ON THE COMPANY

The legal (commercial) name of the Company is AS Pro Kapital Grupp. The Company is a public limited liability company (*aktsiaselts*) incorporated pursuant to the laws of the Republic of Estonia. The Company is registered with the Estonian Commercial Register under registration code 10278802. The Company's registered office is in Tallinn, Estonia at the address Põhja pst 21, Tallinn, 10414, Estonia, telephone (+372) 6 144 920.

The Company was registered in the Estonian Commercial Register on 26 September 1997 under the business name AS Pro Kapital. In June 2000, the business name of the Company was changed to AS Pro Kapital Grupp. The Company has been established for an indefinite term. The financial year of the Company runs from 1 January to 31 December.

The Company must indicate in its annual report its areas of activity of the financial year ended and intended areas of activities for the next financial year using the Estonian Classificatory of Economic Activities (EMTAK). The fields of business activity of the Company include (a) activities of holding companies (EMTAK 64200), (ii) buying and selling of own real estate (EMTAK 68100); (iii) renting and operating of own or leased real estate (EMTAK 68200); and (iv) management of real estate on a fee or contract basis (EMTAK 68320). The Company does not plan to changes its areas of activity in the financial year 2012.

The Company is the parent company of the Group. Please see Section 13 (*Structure of the Group and Subsidiaries*) of Part IX (*Business*) for further information on the shareholdings of the Company.

### 2. INFORMATION ON SHARE CAPITAL AND SHARES

As at the date of this Prospectus, the Company's registered share capital is EUR 10,637,084.40 divided into 53,185,422 fully paid and issued Shares with a nominal value of EUR 0.2 each. The existing Shares have been issued under the laws of the Republic of Estonia. All existing Shares rank *pari passu* in all respects with each other. The Shares are registered in book-entry form in the ECRS under ISIN EE3100006040. The Shares are freely transferrable.

### 3. SHAREHOLDERS OF THE COMPANY

According to the list of shareholders of the Company as maintained by AS Eesti Väärtpaberikeskus, the registrar of the ECRS (the "ECSD"), as at 1 November 2012:

- Shares were held in 51 securities' accounts (including 49 ordinary securities' accounts and 2 nominee accounts); and
- at least 5% of the Shares are held in the following securities' accounts:

Name of the owner	Balance (No. of Shares)	Holding in the Company (%)	Type of securities' account
Clearstream Banking Luxembourg S.A. Clients	11,823,668	22.23	nominee account
Svalbork Invest OÜ	6,839,938	12.86	ordinary account
Eurofiduciaria S.R.L. <sup>1)</sup>	6,838,716	12.86	ordinary account
Sueno Latino AG	4,528,531	8.51	ordinary account
A.F.I. American Financial Investments Ltd.	4,359,935	8.20	ordinary account
Anndare Ltd. <sup>2)</sup>	3,324,892	6.25	ordinary account
UNICREDIT BANK AUSTRIA AG	3,287,801	6.18	nominee account

<sup>1)</sup> Eurofiducaria S.L.R also holds 2,842,962 convertible bonds of the Company, which are convertible to 2,842,962 new Shares.

<sup>2)</sup> Anndare Ltd. holds 385,179 convertible bonds of the Company, which are convertible to 385,179 new Shares.

According to the Management Board's knowledge, the following persons directly or indirectly control at least 5% of the Shares:

<b>Controlling person</b>	<b>Shares of the Company controlled</b>	<b>Shareholding in the Company (%)</b>
Mr Ernesto Preatoni and his affiliates <sup>1)</sup>	18,352,025	34.51
Mr Ernesto Preatoni	1,759,603	3.31
Mr David Trausti Oddsson	2,716,445	5.11
Ms. Evelyn Tihemets	13,875,977	26.09
Mr Vladimir Maslov <sup>2)</sup>	6,132,598	11.53
Mr Giuseppe Prevosti and his affiliates <sup>3)</sup>	4,447,597	8.36

<sup>1)</sup> In the above table the following Shares are considered as being controlled by Mr Preatoni because the Management Board believes that Mr Preatoni is able to control the use of voting rights by such persons: (a) OÜ Svalbork Invest, Estonian company controlled by Evelyn Tihemets, which holds 6,839,938 Shares representing 12.86% of the share capital of the Company, (b) Sueno Latino A.G., a Liechtenstein company controlled by Ms Evelyn Tihemets, which controls 4,528,531 Shares representing 8.51% of the share capital of the Company; (c) 2,507,508 Shares representing 4.71% of the share capital of the Company, which are held through a nominee account opened by Clearstream Banking Luxembourg and are held for the benefit of Ms Evelyn Tihemets; (d) 2,716,445 Shares representing 5.11% of the share capital of the Company held through a nominee account opened by Clearstream Banking Luxembourg for the benefit of Mr David Trausti Oddsson; (e) 612,872 Shares representing 1.15% of the share capital of the Company held by Katmandu Stiftung, a Liechtenstein company controlled by Mr Ernesto Preatoni; and (f) 1,146,731 Shares representing 2.16% of the share capital of the Company held by A.F.I American Financial Investments Ltd, a Liechtenstein company, for the benefit of Mr Ernesto Preatoni.

<sup>2)</sup> 11.53% of all Shares, which are held through the nominee account opened by Clearstream Banking Luxembourg are controlled by Mr Vladimir Maslov, a Russian citizen.

<sup>3)</sup> 8.36% of all Shares are owned by Mr Giuseppe Prevosti and his affiliates. Mr Giuseppe Prevosti, a member of the Supervisory Council, owns directly and indirectly Shares of the Company, including 1,058,060 Shares representing 1.99% of the share capital of the Company owned directly by Mr Prevosti, 2,987,801 Shares representing 5.62% of the share capital of the Company held for the benefit of Mr Prevosti in the nominee account opened by UNICREDIT BANK AUSTRIA AG, 365,807 Shares representing 0.69% of the share capital of the Company held through the company Zunis S.A, a Luxembourg company, and 35,929 Shares representing 0.07% of the share capital of the Company held directly by Mr Prevosti's wife Donatella Grigioni.

According to Management Board's knowledge and belief, Anndare Ltd., Eurofiduciara S.R.L. and A.F.I. American Financial Investments Ltd. are companies that hold Shares for the benefit of several different investors. According to Management Board's knowledge and belief, as at 30 June 2012:

- Anndare Ltd., an Irish company, was holding 3,323,202 Shares representing 6.25% of the share capital of the Company, whereas it was holding (a) 3.11% of the share capital of the Company for the benefit of 11 investors, none of who held more than 0.97% of the share capital of the Company and (b) 3.14% of the share capital of the Company for the benefit of Adan Limited, who was representing 64 investors, none of who held more than 0.53% of the share capital of the Company;
- Eurofiduciaria S.R.L., an Italian fiduciary company, was holding 7,067,431 Shares representing 12.86% of the share capital of the Company for the benefit of more than 243 investors, none of who held more than 1.37% of the share capital of the Company;



- A.F.I. American Financial Investments Ltd., a Liechtenstein company, was holding 4,359,935 Shares representing 8.20% of the share capital of the Company, including Shares representing (a) 3.19% of the share capital of the Company held for the benefit of Equinox Ltd, a United Arab Emirates company who's beneficial owner is Alessandro Eugenio Kern, (b) 2.85% of the share capital of the Company held for the benefit of Cranberries Ltd, a United Arab Emirates company who's beneficial owner is Ricardo Tedeschi and (c) 2.16% of the share capital of the Company held for the benefit of Ernesto Preatoni.

The Management Board does not have any further information on any changes in the above-referred information.

Each Share entitles its holder to one vote at the General Meeting of Shareholders. As at the date of this Prospectus, neither the Company nor any other Group Company owns any of the Shares.

The Company is neither a party to, nor is the Management Board aware of any shareholders' agreements among shareholders of the Company in relation to their holdings of Shares. The Management Board is not also aware of any arrangements, the operation of which may at a subsequent date result in any person gaining control of the Company.

#### 4. CHANGES IN THE SHARE CAPITAL

Since the registration of the Company in the Estonian Commercial Register, the amount of the share capital has changed as follows:

	Change in share capital	New share capital	Registered in Estonian Commercial Register
<b>Registration of Company in Estonian Commercial Register</b>		EEK 14,600,000	26 September 1997
<b>Share capital increase</b>	+ EEK 85,400,000	EEK 100,000,000	10 November 1997
<b>Share capital increase</b>	+ EEK 25,000,000	EEK 125,000,000	22 May 1998
<b>Share capital increase</b>	+ EEK 10,000,000	EEK 135,000,000	6 October 1998
<b>Share capital increase</b>	+ EEK 90,000,000	EEK 225,000,000	26 May 1999
<b>Share capital increase</b>	+ EEK 123,083,660	EEK 348,083,660	4 September 2000
<b>Share capital increase</b>	+ EEK 69,616,730	EEK 417,700,390	15 April 2002
<b>Share capital increase</b>	+ EEK 114,153,830	EEK 531,854,220	5 August 2003
<b>Share capital decrease</b>	- EUR 2'080,426.80	EUR 31,911,253.20	11 August 2011
<b>Share capital decrease</b>	- EUR 21,274,168.80	EUR 10,637,084.40	23 November 2011

On 11 August 2011 the share capital of the Company was decreased as a result of the conversion of the share capital from EEK to EUR. Before the conversion, the nominal value of each Share was EEK 10. Pursuant to Estonian law, the conversion of the share capital could have either resulted in the nominal value of each Share being either EUR 0.6 or 0.7. The General Meeting of Shareholders resolved to round the nominal value of the Shares downwards to EUR 0.6 resulting in the decrease of the share capital. No payments were made to the shareholders in connection with the decrease of the share capital.

On 23 November 2011 the share capital of the Company was decreased in relation to the Division. Please also read "Division of the Company" in Section 9 (*Material Contracts*) of Part IX (*Business*) in respect of the terms and conditions of the Division.

#### 5. CONVERTIBLE SECURITIES, EXCHANGEABLE SECURITIES AND SECURITIES WITH WARRANTS

According to the Company's Articles of Association, the General Meeting of Shareholders is entitled to resolve issuance of convertible bonds. The Company has not issued any convertible securities, exchangeable securities or securities with warrants other than the following convertible bonds:

Name of the convertible bond	ISIN	Number of convertible bonds

Pro Kapital 13.08.2013	Grupp	convertible	bond	PKG1	EE3300104033	1,164,807
Pro Kapital 20.01.2014	Grupp	convertible	bond	PKG2	EE3300106574	382,304
Pro Kapital 10.08.2014	Grupp	convertible	bond	PKG3	EE3300108711	840,184
Pro Kapital 16.09.2014	Grupp	convertible	bond	PKG4	EE3300109248	536,012
Pro Kapital 29.11.2014	Grupp	convertible	bond	PKG5	EE3300109917	422,067
Pro Kapital 08.03.2015	Grupp	convertible	bond	PKG6	EE3300109982	569,273
Pro Kapital 25.05.2015	Grupp	convertible	bond	PKG7	EE3300110048	111,111

The total number of issued convertible bonds is 4,025,758. Each convertible bond referred to above can be converted by its holder to one Share. Thus, up to 4,025,758 new Shares may be issued to the bondholders of the above-referred convertible bonds. In accordance with a resolution of the General Meeting of Shareholders, dated 14 August 2012, each such convertible bond is convertible to a Share based on a notice by respective bondholder, which must be submitted to the Company 10 business days before the conversion.

Assuming that all above-referred convertible bonds will be converted to the Shares, the Company's share capital would be EUR 11,442,236 and the Shares issued as a result of conversion would represent 7.04% of the share capital of the Company.

#### Terms and conditions of the convertible bonds

The General Meeting of Shareholders approved the terms and conditions of convertible bond issue by the Company on 13 April 2009. Such terms and conditions have been amended by the division plan for the Division of the Company. Please also read "Division of the Company" in Section 9 (*Material Contracts*) of Part IX (*Business*) in respect of the terms and conditions of the Division. The General Meeting of Shareholders also resolved on 13 April 2012 to clarify that each convertible bond is convertible to one Share with the nominal value of EUR 0.2 and therefore, the share capital of the Company will be increased upon exchange of convertible bonds by up to EUR 805,151.6. The General Meeting of Shareholders also resolved to amend the terms and conditions for the conversion of the convertible bonds on 14 August 2012.

Such terms and conditions are applicable to all above-referred convertible bonds. Pursuant to the terms and conditions of the convertible bonds (as amended):

- the issue price for each convertible bond was EUR 4.5 (whereas EUR 1.7 of such purchase price has been transferred to AS Domina Vacanze Holding in the course of the Division);
- the interest payable for each convertible bond is 7% p.a. (whereas until 9 December 2011 such interest accrued on the amount of EUR 4.5 and thereafter from the amount of EUR 2.8);
- each convertible bond of the Company entitled its holder to convert such bond to one Share at any time before the redemption of such bond, if the holder notifies the Company thereof at least 10 (ten) business days in advance;
- each convertible bond, which has not been converted to a Share will be redeemed by the Company against a payment by the Company of EUR 2.8 to the bondholder.

The convertible bonds that have not been converted to the Shares will be redeemed as follows:

Name of the convertible bond	ISIN	Number of convertible bonds	Redemption Date
Pro Kapital Grupp convertible bond PKG1 13.08.2013	EE3300104033	1,164,807	13 August 2013
Pro Kapital Grupp convertible	EE3300106574	382,304	20 January 2014

bond PKG2 20.01.2014			
Pro Kapital Grupp convertible bond PKG3 10.08.2014	EE3300108711	840,184	10 August 2014
Pro Kapital Grupp convertible bond PKG4 16.09.2014	EE3300109248	536,012	16 September 2014
Pro Kapital Grupp convertible bond PKG5 29.11.2014	EE3300109917	422,067	29 November 2014
Pro Kapital Grupp convertible bond PKG6 08.03.2015	EE3300109982	569,273	08 March 2015
Pro Kapital Grupp convertible bond PKG7 25.05.2015	EE3300110048	111,111	25 May 2015

## 6. SHAREHOLDER RIGHTS

According to Estonian law, the shareholders must be treated equally under equal circumstances. A share gives the shareholder the right to participate in the general meeting of shareholders and in the distribution of profits and, upon dissolution, of the remaining assets of the public limited company, as well as other rights provided by law or prescribed by the articles of association of respective company. Please read the Company's Articles of Association, which is incorporated hereto by reference. Please see Part XVII (Information Incorporated by Reference).

### General meetings of shareholders

According to Estonian law, shareholders exercise their rights in a public limited company at the general meeting of shareholders unless otherwise provided by law. The general meeting of shareholders is the highest managing body of a public limited company.

An annual general meeting must be held at least once a year. The general meeting is annual if its agenda includes the approval of the annual report. The management board must call the annual general meeting not later than six months after the end of the financial year. The management board must call an extraordinary general meeting if: (a) the net assets of the public limited company are less than one-half of the share capital or less than required by law (usually EUR 25,000); (b) this is demanded by shareholders whose shares represent at least one-tenth (or one-twentieth in case of companies, the shares of which are traded on a regulated market) of the share capital; (c) this is demanded by the supervisory council or the auditor; or (d) this is clearly in the interests of the public limited company. If the management board does not call an extraordinary general meeting within one month after receipt of a demand from the shareholders, the supervisory council or the auditor or the management board does not call a general meeting with the demanded agenda, the shareholders, the supervisory council or the auditor have the right to call the general meeting themselves. An extraordinary general meeting is not called if the time between becoming aware of the decrease of assets or submission of the demand and the annual general meeting is less than two months.

In order to call a general meeting of shareholder, the management board must send a notice of the general meeting to all shareholders. Such notices must be sent by registered mail to the address entered in the list of shareholders maintained in the ECRS. If the public limited company is aware or should be aware that the address of a shareholder is different from the one entered in the share register, the notice must be sent also to such address. Such notices may also be forwarded by sending an unregistered letter, fax or by electronic means provided that a notice concerning the obligation to immediately send acknowledgement of receipt of the document is appended thereto. A notice sent by unregistered letter, fax or electronic mail is deemed to have been delivered if the recipient sends the management board acknowledgement of receipt of the document in writing, by fax or electronic mail at the recipient's discretion. Notwithstanding the above, if the public limited company has more than 50 shareholders, notices need not be sent to the shareholders but a notice of the general meeting must be published in at least one daily national newspaper. A company, the shares of which are traded on a regulated market, must additionally publish the notice via methods that ensure fast access to the information contained therein, using media that can be assumed to effectively transmit information to the public within the entire European Union.

Notice of an annual general meeting shall be given at least three weeks (one week in case of extraordinary general meeting of a company, the shares of which are traded on a regulated market).

If a general meeting is called by the management board or the supervisory council, the agenda of the general meeting is determined by the supervisory council. If the general meeting is called by the shareholders or the auditor, they must determine the agenda of the general meeting. The management board or the shareholders whose shares represent at least one-tenth (or one-twentieth in case of companies, the shares of which are traded on a regulated market) of the share capital may demand the inclusion of additional issues on the agenda of the annual general meeting if the respective demand has been submitted no later than 15 days before the general meeting is held. If an extraordinary general meeting is called on the demand of the auditor or the shareholders, the auditor or the shareholders, on whose demand the general meeting is called, may demand simultaneously with the submission of an application for calling the general meeting the inclusion of an issue on the agenda of the extraordinary general meeting.

An issue which is initially not on the agenda of a general meeting may be included on the agenda with the consent of at least 90% of the shareholders who participate in the general meeting (except shareholders participating in the general meeting via mail or electronic voting) if their shares represent at least two-thirds of the share capital of the company.

Unless a shorter term is provided by the articles of association, the set of shareholders entitled to take part in a general meeting is determined as at seven days before the date of holding the general meeting. The set of shareholders entitled to take part in a general meeting of a public limited company, the shares of which are traded on a regulated market, is determined as at seven days before the date of holding the general meeting, unless the articles of association prescribe that such shareholders must be determined on the day of the general meeting prior to the beginning of the general meeting.

A general meeting of shareholders may adopt resolutions if more than one-half of the votes represented by shares participate in the general meeting. If the general meeting does not have necessary quorum, the management board must, within three weeks but not earlier than after seven days, call another meeting with the same agenda. The new general meeting is competent to adopt resolutions regardless of the votes represented at the meeting.

A resolution adopted by the general meeting of shareholders is void if: (a) it violates a provision of law established for the protection of the creditors of the public limited company or due to other public interest; (b) if it is contrary to good morals; (c) the minutes of the general meeting which passed the resolution has not been notarised in the case prescribed by law; or (d) the procedure for calling a meeting was materially violated upon calling of the general meeting which passed the resolution.

The above-referred rules are also applicable to the General Meetings of Shareholders of the Company.

### **Voting rights**

The Company has one class of Shares. Each Share gives the shareholder one vote.

A shareholder may participate and vote at a general meeting of shareholders in person or via a representative whose right to represent the shareholder must be certified by a written document. A company, the shares of which are traded on a regulated market, must also enable the shareholders to notify the company about the appointment of a representative and the withdrawal by the principal of the authorisation in a secure manner that ensures the identification of shareholders in a format which can be reproduced in writing.

A resolution of the general meeting of shareholders is adopted if over one-half of the votes represented at the general meeting are in favour unless the law or the articles of association prescribe a greater majority requirement. For example:

- at least two-thirds of the votes represented at a general meeting must be in favour of a resolution on (a) amendment of the articles of association, (b) removal of a member of the supervisory board before expiry of his or her term of authority, (c) increase or decrease of share capital of the company, (c) dissolution, merger or division of the company;
- at least 75% of the the votes represented at a general meeting must be in favour of a resolution on (a) barring of the pre-emptive right of the shareholders to subscribe for new shares or convertible bonds of the company; (b) in case of a company, the shares of which are traded on a regulated market or a company that has applied for the admission of its shares to trading on a regulated securities market, conditional increase of share capital to a greater extent than one third of the share capital at the time of the adopting respective resolution.

Rights attaching to a class of shares may be amended by a resolution of the general meeting by at least a four-fifths majority of votes in favour unless the articles of association prescribe a greater majority requirement. At least nine-tenths of the shareholders whose shares belong to the class of which the rights are amended must vote in favour of the resolution.

The above-referred rules are also applicable to the voting rights attached to the Shares.

### **Shareholders' right to information**

According to Estonian law a shareholder has the right to receive information on the activities of the public limited company from the management board at the general meeting of shareholders. The management board may refuse to give information if there is a basis to presume that this may cause significant damage to the interests of the public limited company. If the management board refuses to give information, the shareholder may demand that the general meeting decide on the legality of the shareholder's request or to file, within two weeks after the general meeting, a petition to a court by way of proceedings on petition in order to obligate the management board to give information.

The above-referred rules are also applicable to the Company.

### **Dividends and other distributions**

According to Estonian law a public limited company may only make payments to shareholders from net profit or from undistributed profit from previous financial years from which uncovered losses from previous years have been deducted. Each shareholder shall be paid a share of profit (dividend) according to the nominal value of the shareholder's shares. Dividends may be paid on the basis of the approved annual report. As an exemption, the articles of association may give the management board of a public limited company the right to make advance payments of dividends to the shareholders with the consent of the supervisory council after the end of a financial year and before approval of the annual report on account of the presumed profit in the amount of up to one half of the amount subject to distribution among the shareholders. The Company's Articles of Association do not give the Management Board such right.

The procedure for payment of dividends shall be prescribed in the articles of association or by a resolution of the general meeting (such procedure may set forth payment of dividends in several instalments).

The amount of a dividend must be approved by the general meeting of shareholders. The management board must present a proposal approved by the supervisory council. Dividends may not be paid to shareholders if the net assets of the public limited company, as apparent from the annual report approved at the end of the previous financial year of the public limited company, are less than or would be less than the total of share capital and reserves, which are not allowed to be paid out to shareholders.

Each shareholder has the right to request payment of a dividend prescribed by a resolution of the general meeting of shareholders. The dividend must be paid in money. Upon the consent of the shareholder, the dividend may also be paid in other property.

The above-referred rules are applicable to payment of dividends by the Company.

Dividends are paid to the persons who are listed in the list of shareholders of the company on the respective record date. Pursuant to NASDAQ OMX Tallinn Rules, the record date list of shareholders who are entitled to receive dividends will be closed at 23.59 hours on the record date. The record date may not be fixed at an earlier date than ten trading days after the date of the general meeting of shareholders that resolved dividend payments and the company is required to disclose information about closing the list of holders of securities at least nine trading days before of the record date. NASDAQ OMX Tallinn Rules are applicable to the Company as of submission of the application for admission of the Shares to trading on the Regulated Market.

### **Pre-emptive subscription rights**

According to Estonian law, a shareholder has a pre-emptive right to subscribe for the new shares in proportion to the sum of the nominal value of the shareholder's shares. The pre-emptive right of the shareholders may be barred by a resolution of the general meeting which receives at least 75% of the votes represented at the general meeting. Such pre-emptive right is also attached to the Shares.

### **Right to acquire own shares**

A public limited company may not itself or via a third person acting in its own name but at the expense of the public limited company acquire its own shares unless otherwise provided by law. The acquisition of its own shares by a public limited company is permitted if:

- the acquisition occurs within five years after the adoption of a resolution of the general meeting of shareholders which specifies the terms and conditions for the acquisition and the minimum and maximum amounts to be paid for the shares;
- the sum of the nominal values of the shares held by the company does not exceed one-tenth of its share capital; and
- the shares are paid for from assets excluding the share capital, reserve capital and premium.

A public limited company may also acquire its own shares by a resolution of the supervisory council without a resolution of the general meeting of shareholders if the acquisition of the shares is necessary to prevent significant damage to the public limited company. The shareholders must be informed of the circumstances surrounding and the details of the acquisition of shares at the next general meeting of shareholders.

A public limited company may acquire its own shares without the above-referred restrictions if the shares are acquired by succession. However, if the total of the nominal values of such shares exceeds one tenth of the share capital of the public limited company, the shares acquired, which exceed one tenth on the share capital must be disposed of and transferred within three years after their acquisition.

If a public limited company acquires its own shares illegally, such shares must be disposed of and transferred by the public limited company within one year after respective acquisition.

If the public limited company has not duly performed its obligation to dispose of and transfer its own shares within the above-referred deadlines, respective shares must be cancelled and the share capital reduced accordingly.

A subsidiary may acquire shares of its parent company on the same terms and conditions as its own shares. If a subsidiary acquires shares of its parent company, the parent company is considered to have acquired such shares.

The above-referred rules are also applicable to the acquisition of Shares by the Company.

### **Pledge and transfer of shares**

A Share may be pledged. Upon pledge of a Share, the pledgor shall exercise the rights attaching to the Share.

The Shares are freely transferrable. The other shareholders do not have a right of first refusal upon transfer of a Share.

### **Disclosure of shareholdings**

Pursuant to the Estonian law, each person is entitled to access information in the ECRS regarding shareholders of public limited companies holding more than 10% of shares and all shareholders of companies, the shares of which are traded on a regulated market. The information that may be accessed includes the names of such shareholders and number of shares held by them.

### **Restrictions on financial assistance**

Estonian law stipulates certain restrictions in respect of financial assistance. A public limited company is not allowed to grant a loan to or secure a loan taken by (a) shareholders whose shares represent more than 1% of the share capital; (b) shareholder of its parent company, whose shares represent more than 1% of the share capital of the parent company; (c) any person to acquire shares of the public limited company; or (d) a member of its management board or supervisory council or its procurator. Nevertheless, these restrictions are not applicable to lending to parent company or securing parent company's loans if that does not harm the financial status of the public limited company or the interests of creditors.

The above-referred rules are also applicable to the Company.

## **Squeeze-out rules**

According to the Commercial Code, if a shareholder of a public limited company whose shares represent at least 90% of the share capital of a public limited company (majority shareholder) so applies, the general meeting of shareholders may decide in favour of the shares belonging to the remaining shareholders of the public limited company (minority shareholders) being taken over by the majority shareholder in return for fair monetary compensation. A resolution on the takeover of shares belonging to minority shareholders shall be adopted if at least 95% of the votes represented by shares are in favour. These squeeze-out rules are also applicable to the Company.

## **Taxation of dividends**

Please read Part XIII (*Taxation*).

## **Specific features relating to shares held in a nominee account**

According to the Estonian Central Registry of Securities Act (the “**ECRSA**”), nominee accounts can be set up for the purpose of administering securities held for the clients of the owner of the nominee account (i.e. the nominee). Nominee accounts are used to only hold the securities, which the nominee acquires in its own name but for the client under a mandate or in other similar legal relationship, as well as securities gained, including in dividends or as a result of replacement or exchange of securities and other securities received on account of such securities. Therefore, the Shares held by a nominee in the nominee account for the investors, are held in the name of such nominee but for the benefit of the investors.

According to ECRSA the securities, which have been acquired for the client but in the name of the nominee under a mandate or other similar legal relationship or have been transferred to the nominee under a contract or otherwise shall be regarded *vis-à-vis* the nominee and its creditors as the securities of the client. Therefore, the Shares, which a nominee holds in the nominee account for the investors, shall be regarded *vis-à-vis* such nominee and its creditors as the securities of the investors for whom the Shares are held by such nominee.

According to ECRSA where the nominee holds on its payment account any funds for and on behalf of a client for the nominee account purposes, the nominee shall keep account of such funds held on its account per each client individually. The nominee shall dispose of the funds held on such payment account according to the mandate or other instructions given in a similar legal relationship. The funds held for the client on the payment account for the nominee account purposes shall be regarded *vis-à-vis* the nominee and its creditors as the funds of the client. Therefore, if the Company pays any dividends and if respective funds are paid to a nominee in relation to the Shares held by that nominee in the nominee account for the investors; such funds shall be regarded *vis-à-vis* such nominee and its creditors as the funds of the investors.

According to ECRSA, the securities and funds of a client referred to above cannot be seized or attached in execution proceedings brought against the nominee and are to be exempted from the nominee’s bankruptcy estate. The restrictions and limitations on transfers applied in respect of the nominee as the measures securing an action brought against the nominee do not extend to include the securities held on the nominee account or the funds on the related payment account.

According to ECRSA, the rights attaching to, and the obligations arising from, the securities (e.g. the Shares) held on the nominee account shall be exercised and performed by the nominee. The nominee shall exercise the voting and other rights attaching to the securities (e.g. the Shares) in accordance with the client’s (i.e. investors’) instructions. Upon request of the client the nominee shall issue to the client a proper authorisation for the exercise of the rights attaching to the securities held by the nominee. The nominee may exercise the voting rights attaching to the securities (e.g. the Shares) in accordance with the instructions received from the client (e.g. investors for whom the Shares are held in the nominee account).

## **PART XII. ESTONIAN SECURITIES MARKET**

The following is a brief overview of the provisions of Estonian legislation regulating the legal status and management of public limited companies. The following summary does not constitute an exhaustive description of the subject matter. It is based on the laws of Estonia as in force on the date of this Prospectus, and is subject to changes as a result of any future amendments to Estonian legislation.

The information presented in this Section is provided for the general background purposes only. Therefore, investors should obtain an opinion of their own legal advisor concerning the provisions of law related to the acquisition, holding and disposal of Shares.

### **1. INTRODUCTION TO ESTONIAN COMPANY LAW**

Estonian law recognises two basic forms of limited liability companies: private limited companies (*osaühing, OÜ*) and public limited companies (*aktsiaselts, AS*). Shareholders in either form are generally not personally liable for the obligations of the companies. The two company forms mainly differ in their requirements for capital and management structures. Public limited companies have greater capital requirements and can issue more classes of shares than private limited companies, and are required to register their shares with the ECRS. Please also read “ECRS and Registration of Shares” below under Section 3 (*Regulated Market and the Estonian Securities Market*) regarding the functions of the ECRS.

A public limited company organized under Estonian law must be registered with the Estonian Commercial Register and its shares have to be registered with the ECRS. A public limited company acquires legal capacity when it has been entered in the Estonian Commercial Register. The Estonian Commercial Register is kept by the registration departments of the courts of first instance. The registers are kept in Estonian and all documents in other languages must be submitted with a certified translation.

The minimum share capital required for incorporating a public limited company is EUR 25,000. A public limited company's share capital must be fully paid-up when it is registered in the Estonian Commercial Register. Shares must be paid up in cash, unless the company's Articles of Association allows payment by means of a non-monetary contribution. An auditor must audit the valuation of a non-monetary contribution and must present an opinion on whether the contribution meets the requirements specified by law. An opinion of an auditor must *inter alia* include an assessment whether the value of the non-monetary contribution corresponds to the nominal value and issue premium of the share paid for by the non-monetary contribution.

Shares of public limited companies may be issued as shares with nominal value (a nominal value of 10 cents each or a full multiple thereof) or shares without nominal value. The simultaneous issue of both types of shares is prohibited. An equal part of the share capital shall conform to all shares without nominal value. Book value of shares without nominal value (i.e. the part of the share capital corresponding to one share without nominal value) is established by dividing the share capital by the number of shares. Shares are freely transferable, but the company's Articles of Association may confer a pre-emptive right on shareholders (right of first refusal). Dividends must be distributed to shareholders pro rata, based upon the nominal value or book value of the shares held by each shareholder. A public limited company may issue different classes of shares, whose owners enjoy different rights upon distribution of profits and upon distribution of remaining assets in case of liquidation of the company. A public limited company may issue non-voting shares, which grant a preferential right to receive dividends and to participate in the distribution of the remaining assets of the company upon dissolution (preferred shares). The Articles of Association may prescribe that a preferred share shall grant the right to vote on the adoption of certain resolutions (restricted voting right). The sum of the nominal values of preferred shares may not be greater than one-third of the share capital.

### **2. CORPORATE GOVERNANCE**

The management board, supervisory board and general meeting of shareholders are responsible for the corporate governance and management of a public limited company.



General meeting of shareholders is the highest authority in a public limited company and makes the most important decisions in the company, such as amending the articles of association, increasing and reducing share capital, approving the annual report and distributing profit. Please also read Part XI (Information on the Company, Shares and Share Capital) for further information on the assignments and functions related to the general meeting of shareholders.

The supervisory council engages in monitoring and farseeing management activities, such as overseeing the management board and devising business plans. The supervisory council must have at least three members, who are elected by the general meeting of shareholders for a period of five years, unless a shorter period is prescribed in the Articles of Association. The supervisory council reports to the general meeting of shareholders. A member of the supervisory council may not simultaneously serve as a member of the management board of the same company, or any of its subsidiaries.

The management board is an executive body in charge of the day-to-day management of the company, and it represents the company in relations with third parties, for example, in entering into contracts on behalf of the company. The management board is elected by the supervisory council for a term of three years, unless the Articles of Association prescribe another term, which, however, may not be longer than five years. The management board must adhere to the lawful orders of the supervisory council. Members of the management board may not simultaneously serve as the members of the supervisory council of the same company.

Members of the supervisory council and management board have a number of general obligations towards the company, such as a fiduciary duty of loyalty, acting with due diligence and performing their duties with sufficient skill and in a manner commensurate with their knowledge and abilities, and acting to the maximize the benefit of the company and prevent losses in the company. Members of the supervisory council and management board must inform the company about any material facts related to the performance of their duties. Members of the supervisory council and management board are subject to a strict confidentiality obligation that applies to any information that they may obtain in connection with the discharge of their duties that the company has a legitimate interest to keep confidential, and in particular, information relating to the corporate and commercial secrets of the company. To the extent necessary to protect the company's justified interests, the confidentiality obligation continues after the management board or supervisory council member's term of service expires. Exceptions to the confidentiality obligation emanate when the company gives a mandate for disclosure, or when the law obliges disclosure. Unauthorized disclosure of business secrets may result in criminal sanctions.

Pursuant to the the Estonian Commercial Code, a public limited company is required to engage an auditor who must be appointed by the general meeting of shareholders. The general meeting of shareholders also determines the principles of remuneration of the company's auditors. The auditors may be appointed for a specified term or for a single audit.

A public limited company is required to have its annual report audited. After the end of the financial year, the management board must prepare the annual accounts and activity report and present them to the auditor for review. The management board presents the annual report (comprising the annual accounts and management report), the sworn auditor's report and a proposal regarding the distribution of profit to the general meeting of shareholders for approval. The supervisory council has the right to make amendments to the profit distribution proposal before it is presented to the general meeting of shareholders. Furthermore, the supervisory council must review the annual report and prepare a written report on that, which must, among other things, imply whether or not the supervisory council approves the annual report. This report must be submitted to the general meeting of shareholders jointly with the annual report.

Shareholders whose shares comprise at least one tenth of the share capital of the company may request from the company that the auditor who prepared the sworn auditor's report takes part in the making of the decision regarding the approval of the annual report, and provides commentary concerning the auditor's report. Such a request must be delivered to the company in writing at least five days before the general meeting of shareholders.

### **3. REGULATED MARKET AND THE ESTONIAN SECURITIES MARKET**

NASDAQ OMX Tallinn AS and the ECSD are the leading securities market infrastructure operators in Estonia. Herein is a summary of the information concerning the Estonian regulated securities market and certain provisions of Estonian law and current securities market regulations in effect on the date of this Prospectus.

## **Regulated Market**

The Regulated Market is a regulated market operated by NASDAQ OMX Tallinn AS in Estonia. NASDAQ OMX Tallinn AS is a public limited company whose principal shareholder is NASDAQ OMX Nordic OY, a company controlled by NASDAQ Stock Market Inc. which is the world's largest exchange company. NASDAQ OMX Tallinn AS is a self-regulated organisation, issuing and enforcing its own rules and regulations. It is licensed and supervised by the EFSA. The NASDAQ OMX Tallinn Rules are established by NASDAQ OMX Tallinn AS, the operator of the Regulated Market, in order to ensure the regular and lawful operation of the Regulated Market. The operator may unilaterally amend NASDAQ OMX Tallinn Rules, though the EFSA must approve such amendments. The NASDAQ OMX Tallinn Rules regulate the admission to trading of securities and trading in them on the Regulated Market and the performance of the obligations arising from securities transactions performed on the Regulated Market. The NASDAQ OMX Tallinn Rules are established by the management board of NASDAQ OMX Tallinn AS. The NASDAQ OMX Tallinn Rules are binding on the members of NASDAQ OMX Tallinn and the issuers whose securities are *inter alia* admitted to trading on the Regulated Market. The activities of, and trading on, the Regulated Market are subject to two levels of regulation. Laws and government regulations make up the basic regulatory framework, which is then accompanied by the NASDAQ OMX Tallinn Rules. The central laws governing the activities of, and trading on, the Regulated Market are the Estonian Securities Market Act and the Estonian Central Register of Securities Act.

## **ECRS and Registration of Shares**

The ECRS is a public register established, among other matters, for the registration of shares and other securities stipulated in the ECRSA and transactions executed with such securities (including pledges). The ECRS is operated by ECSD. The ECSD is organized as a public limited company, and its shares are fully owned by NASDAQ OMX Tallinn AS. The ECSD's primary functions include clearing and settling securities transactions, maintaining records of share ownership and pledges, and providing securities-related services to issuers and investors. The ECSD is the responsible body for the only securities settlement system (SSS) in Estonia, which settles stock exchanges and over-the-counter trades. The Estonian Central Bank acts as a settlement bank of the netted cash position of the participants in the SSS.

The public has access to certain information, and has the right to obtain extracts and transcripts of documents from the ECRS, concerning the issuer (its name, seat and registry code) and the securities (the type, nominal value and amount of securities) registered with the ECRS. If shares are quoted on the stock exchange, the information concerning the shareholders is also accessible to the public. The ECRSA stipulates further circumstances when additional information registered with the ECRS is accessible to third parties.

A securities account can be opened in the ECRS by any Estonian or foreign person. The opening of the account takes place through an account operator (custodian). Account operators are institutions that qualify under Estonian law as professional participants in the securities market, such as credit institutions, investment firms, and other persons specified by law. In certain cases, foreign persons may act as account operators. Under certain conditions, a nominee account can be opened in the ECRS, in which case a notation is made in the ECRS indicating the nominee status of the relevant account. Shares held in the nominee account are deemed to be the client's shares, and not the shares of the account owner, and thus cannot be brought into the bankruptcy estate of the owner of the nominee account. The person who is entitled to exercise the rights arising from shares held in the nominee account is the account owner. In the exercise of voting rights and other rights arising from a share, the owner of a nominee account must follow the instructions of the client. At the request of the client, the owner of a nominee account must grant authorization in the required format to the client for the client to represent the owner in the exercise of rights arising from the shares.

## **Admission to trading on the Regulated Market**

In order to admit shares to trading on the Regulated Market, among other requirements, a sufficient number of such shares must be held by the public. As a general rule, this condition is fulfilled if at least 25% of the share capital represented by the shares to be admitted to trading is held by the public, or taking into consideration the number of shares and their distribution among the public, the market would also operate properly at a lower percentage of shares held by the public, or such level of distribution is expected to be achieved shortly after admission to trading. The NASDAQ OMX Tallinn Rules set out certain specific criteria as to determining whether shares are held by the public.

## **Trading on the Regulated Market**

The trading system of the Regulated Market is open for trading to its members. Trading on the Regulated Market takes place on each business day from 10:00 a.m. to 3:55 p.m. (Estonian time). From 3:55 p.m. to 4:00 p.m. on the Regulated Market, the pre post-market trading is carried out. From 4:00 p.m. to 4:30 p.m. the Regulated Market carries out post-market trading. The Regulated Market uses the trading system INET, which in addition to Estonia is used by exchanges in Sweden, Finland, Denmark, Iceland, Latvia, Lithuania, and by exchanges of NASDAQ Group in the United States of America. The official trading currency of the Regulated Market trading system is euro. Transactions can be concluded on the Regulated Market either through automatic matching or through manual trades. In the case of automatic matching, the buy and sell orders are matched by the trading system automatically according to price and time priorities. Automatically matched transactions are settled on the third day after the transaction (T+3), unless agreed otherwise. Manual trades are negotiated between stock exchange members outside the system and brokers must enter the deal in the trading system as soon as possible, but not later than three minutes after its conclusion. Manual trades may have a settlement day between T+1 (inclusive) and T+6 (inclusive). Generally, member firms may agree on a different settlement date of the transaction than the one provided in the previous sentence only on the consent of the operator of the Regulated Market.

The operator of the Regulated Market is required to guarantee constant access on its website to information on the securities traded on the market, including the acquisition and transfer prices of the securities, recent prices, price changes, the highest and lowest prices and the volume and number of transactions. According to the Estonian Securities Market Act this kind of information must be accurate, clear, precise and complete. The Regulated Market operates an electronic trading system that provides real-time stock quotes, distributes issuer announcements and displays information regarding executed transactions, statistics and other such information. The operator of the Regulated Market must record at least the following regarding transactions concluded on the exchange: (i) the time at which the transaction is concluded; (ii) information regarding the market participant who concluded the transaction; (iii) the securities which served as the object of the transaction; and (iv) their amount, nominal value and price. In accordance with the NASDAQ OMX Tallinn Rules, the operator of the Regulated Market has the right to request additional information regarding a transaction for the purposes of registering the transaction.

The Listing and Surveillance Committee of NASDAQ OMX Tallinn AS has the right, for the purpose of ensuring sufficient liquidity of a security, to demand that the issuer concludes a market-making agreement with a member of the NASDAQ OMX Tallinn or another approved person with respect to the securities to be admitted to trading.

## **Supervision of NASDAQ OMX Tallinn AS**

Activities of NASDAQ OMX Tallinn AS are supervised by the EFSA, which is an institution carrying out the supervision of all Estonian financial institutions including banks, insurance companies, investment and pension funds and the securities market. Compliance with the NASDAQ OMX Tallinn Rules by its members is monitored by the Listing and Surveillance Committee of NASDAQ OMX Tallinn AS. The operator of the Regulated Market exercises supervision over the exchange with respect to the prices of securities traded on the exchange and the conduct and execution of transactions for the purpose of detecting and reducing transactions conducted on the basis of inside information, market manipulation and other violations of the law. The operator of the Regulated Market also supervises the disclosure of adequate information to the investors, safeguarding of the interests of the investors as well as their fair and equal treatment. The operator of the Regulated Market can apply contractual penalties, full or partial suspensions of up to 30 days, suspension of the trading with the security of up to 30 days, termination of membership of the exchange, or permanent termination of the trading with the security. The operator is under an obligation to notify the EFSA immediately of any violation of law. The EFSA also has specific supervisory obligations for monitoring transactions concluded on the exchange.

## **4. DISCLOSURE OF TRANSACTIONS AND OWNERSHIP**

A person who has acquired in an issuer, either directly or indirectly, individually or together with persons operating in concert, a qualifying holding and in connection therewith or thereafter has acquired or increased the number of votes owned by such person over 5%, 10%, 15%, 20%, 25%, one-third, 50% or two-thirds of all votes represented by the shares of the issuer, must immediately, and in any event by no later than four business days thereafter, notify the issuer and the EFSA of the number of votes owned by such person. The same notification requirements also apply in case the holding falls below the prescribed levels. Moreover, the notification obligation also applies if the number of the per-

son's votes in the issuer of shares reaches, exceeds or falls below the specified amounts due to an event changing the breakdown of the voting rights.

The notification must contain at least the following information:

- breakdown of voting rights according to the situation at hand;
- where possible, information concerning the controlled companies through which the securities related to such voting rights are actually held;
- the date of reaching or exceeding the corresponding limit amount;
- information concerning the shareholder, including in the case where the shareholder has no right to perform the voting right, and information concerning the person who has the right to perform the voting right on behalf of such shareholder.

If more than one person has the notification obligation, such persons may submit a joint one-time notice. The submission of a joint one-time notice does not release any of the persons from compliance with the obligations related to the notice of such person.

With respect to voting rights represented by issuer's shares which a person has the right to acquire on the basis of the securities held by him or her directly or indirectly only on own initiative and on the basis of a binding arrangement pursuant to the law applicable thereto, the person holding the securities must total all the securities related to the underlying the same issuer's shares and must correspondingly give notice thereof.

The above notification obligation does not apply to:

- shares which are acquired only for settlement purposes within a short settlement cycle (maximum three trading days following the transaction);
- shares held by a person providing the service of safekeeping of shares, within the limits of its authority to provide such service, provided that such service provider is permitted to perform the voting rights represented by such shares only in writing or based on instructions received through electronic media;
- a 5% holding acquired or transferred by a market-maker within its market-making authority, provided that the market-maker does not interfere with the management of the issuer or influence the issuer to buy the shares held by the market-maker or to guarantee their price;
- voting rights represented by the shares included in the trading book of the credit institution or investment firm, provided that such voting rights do not exceed 5% of all the voting rights represented by the shares issued by the issuer and the credit institution or investment firm guarantees that such voting rights are not performed or used to interfere in the management of the issuer.

Upon demand of the EFSA or the issuer of the share, the person who notified of the number of votes based on the notification requirement described above is required to provide certification concerning the number of votes directly or indirectly owned thereby, and on the size, acquisition, possession or transfer of the holding.

The issuer must organise the publication of the information received on the basis of the above described notification requirements without delay but not later than within three trading days after receiving the notice, unless the information is published by the EFSA within three trading days after receiving the notice.

If the issuer of shares acquires or transfers the shares itself or through a third person acting in its own name but at the expense of the issuer, and as the result the proportion of its shares in the voting rights reaches, exceeds or falls below 5 or 10%, then the issuer is required to make public such proportion without delay but not later than within four trading days after the acquisition or transfer of the shares. The proportion of own shares is calculated on the basis of all the voting rights represented by the shares issued by the issuer.

The EFSA has the right to make exemptions from such notification requirements in certain circumstances.

The issuer is also required to ensure that shareholders holding more than 5% of the shares of the issuer disclose, through the issuer, all the significant provisions of all the agreements made with other shareholders or third parties which are aimed at restricting the free transferability of the shares or which may have a significant effect on the price of the shares.

In order to ensure that disclosure obligations established by law are also fulfilled in respect of shareholdings held by nominee accounts, the operator of a nominee account is required to enter into written agreements with the clients on whose behalf the operator holds securities. These agreements must, among other requirements, require the client to notify the issuer and/or the competent supervisory body (the exact person to whom the notification must be submitted may vary depending on a particular transaction) if a holding in a company exceeds the threshold established by law or to obtain the permission of the competent supervisory body for the holding to exceed the threshold established by law (such permission is required, for example, in the case of the acquisition of a holding above a certain level in financial institutions, or in the case of an acquisition subject to concentration control by competition authorities).

## **5. MARKET ABUSE**

Estonian law prohibits market abuse, which, within the meaning of the Estonian Securities Market Act (the “**ESMA**”), is misuse of inside information and market manipulation. Restrictions established for the misuse of inside information also apply to financial instruments that are not admitted to trading in Estonia or in a Member State of the EEA but the value of which depends on a financial instrument that is admitted to trading in Estonia or in an EEA Member State.

Inside information is precise information which has not been made public, relating, directly or indirectly, to the financial instrument or its issuer and which, if it were made public, would be likely to have a significant effect on the price of the financial instrument or on the price of related derivative financial instruments. The law establishes additional conditions under which information may qualify as inside information.

Misuse of inside information comprises, among other actions, the trading on the basis of inside information, unauthorized disclosure of inside information, and the making of recommendations on the basis of inside information for the acquisition or disposal of financial instruments to which that information relates.

An insider who, directly or indirectly, on its own account or on the account of a third party, acquires or transfers a financial instrument to which the inside information relates or a derivative security related to such financial instrument or who makes recommendations to third parties or influences third parties to acquire or transfer such financial instrument or derivative security, commits a criminal offence, and may be subject to fines or imprisonment up to three years. The ESMA also provides under certain circumstances the right to demand directly from the issuer of the financial instrument traded on the Estonian market compensation of damages arising from the failure to disclose the information.

Issuers of publicly-traded securities and other individuals or entities that have regular access to inside information are required to establish internal rules and procedures to prevent the disclosure of such information.

The ESMA contains a non-exhaustive list of actions including price fixing, dissemination of rumours and false news and other methods that are deemed to constitute market manipulation. Credit institutions, investment firms and others providing investment recommendations must disclose any conflicts of interest they may have when providing investment advice. Under the ESMA, market manipulation may be punishable as a misdemeanour offence with a fine of up to EUR 1,200 in case of individuals and with a fine of up to EUR 32,000 in case of legal persons. Under the Estonian Penal Code, certain actions of market manipulation conducted by shareholders of the issuer or persons related to the issuer due to their employment or work duties may be subject to fines or imprisonment up to three years. Additionally, under the Estonian Penal Code a legal person may be punished for market manipulation with a fine up to EUR 16,000,000.

The NASDAQ OMX Tallinn Rules also restrict transactions involving an issuer’s securities by certain officials of the issuer and by persons connected with such officials, to avoid profiting from short-term price fluctuations of the issuer’s securities and during restricted periods (in particular, after the end of a financial period but when the financial results of the issuer have not yet been made public). The Listing and Surveillance Committee of NASDAQ OMX Tallinn AS has the right to make exemptions from the requirement to abstain from trading during a restricted period if the Committee is of the opinion that the transaction will not be executed on the basis of confidential information.

## **6. MANDATORY TAKEOVER BIDS**

Mandatory takeover bid rules are provided in the ESMA where the rules stipulated in the Takeover Directive have been transposed. Pursuant to ESMA, the Estonian law applies in matters relating to the

information to be provided to the employees of the offeree company and in matters relating to company law, in particular the percentage of voting rights which confers control and any derogation from the obligation to launch a bid, as well as the conditions under which the board of the offeree company may undertake any action which might result in the frustration of the bid.

A person, who has gained, either directly or together with other persons acting in concert, a dominant influence over a company whose shares are traded on a regulated market, is required to make within 20 days a takeover bid for all the outstanding shares of such issuer. Exemptions from the obligation to make the mandatory take-over bid may be granted by the EFSA in case of certain specific circumstances provided by law.

For these purposes, a “dominant influence” is a situation where a person: (i) owns the majority of votes represented by the issuer’s shares; or (ii) being a shareholder of the company, has the right to appoint or remove majority of the members of the supervisory council or management board of the company; or (iii) being a shareholder of the company, controls simple majority of the votes represented by the company’s shares on the basis of an agreement entered into with other shareholders.

The ESMA requires that the purchase price payable for the shares which are the object of the mandatory takeover bid must be fair. The ESMA furthermore contains detailed provisions of how the fairness of the purchase price is determined, as well as regulating the overall course and preconditions of the entire takeover process.

## **7. ANTITRUST LAWS**

Under Estonian law, a concentration is deemed to arise where previously independent undertakings merge or parts of undertakings are merged or where an undertaking acquires control of the whole or a part of another undertaking, or of several undertakings or parts thereof, also where undertakings jointly acquire control of the whole or a part of another undertaking, or of several undertakings or parts thereof.

Further, a merger is deemed to arise where a natural person already controlling at least one undertaking acquires control of the whole or a part of another undertaking, or of several undertakings or parts thereof or where several natural persons already controlling at least one undertaking jointly acquire control of the whole or a part of another undertaking, or of several undertakings or parts thereof.

A concentration will be subject to control by the Estonian Competition Authority if, during the previous financial year, the aggregate turnover in Estonia of the parties to the concentration exceeded EUR 6,391,200 and the aggregate turnover in Estonia of each of at least two parties to the concentration exceeded EUR 1,917,350. However, a concentration is not controlled by the Estonian Competition Authority if the concentration is subject to control pursuant to Council Regulation 139/2004/EC on the control of concentrations between undertakings, unless the European Commission appoints the Estonian Competition Authority as the authority competent to exercise control over the concentration.

The Estonian Competition Authority must be notified of a concentration subject to control before the entry into force of the concentration and after the conclusion of a merger agreement or the performance of a transaction or other act for acquisition of parts of the undertaking or after the performance of a transaction or other act for acquisition of control or after the performance of a transaction or other act for acquisition of joint control or after the announcement of a public bid for securities.

The Estonian Competition Authority may be notified of a planned concentration subject to control also before a transaction or act for such merger or acquisition of control is performed or a public bid is announced, if the parties to the concentration prove their intention to perform such act or transaction or if, in the case of a public bid, the parties to the concentration have publicly announced their intention to carry out such a bid.

The requirements regarding concentration control also arise from the Council Regulation 139/2004/EC on the control of concentrations between undertakings. This regulation governs the concentrations with so-called Community dimension. Concentrations with a Community dimension are subject to notification of the European Commission before they are executed.

Concentrations with a Community dimension are defined as those where either: (i) the combined aggregate worldwide turnover of all undertakings concerned is more than EUR 5 billion; and (ii) the aggregate turnover in the European Community of each of at least two undertakings concerned is more than EUR 250 million unless each of the undertakings concerned achieves more than two-thirds of its aggregate turnover in the European Community in the same member state.

Concentrations with a Community dimension are also defined as those where either: (i) the aggregate worldwide turnover of all the undertakings concerned is more than EUR 2 500 million; (ii) in each of at least three member states, the combined aggregate turnover of all undertakings concerned is more than EUR 100 million; (iii) in each of at least three member states, the aggregate turnover of each of at least two of the undertakings concerned is more than EUR 25 million and (iv) the aggregate turnover in the European Community of each of at least two undertakings concerned is more than EUR 100 million, unless each of the undertakings concerned achieves more than two-thirds of its aggregate turnover in the European Community within one and the same member state.

## **8. ENFORCEMENT OF CIVIL LIABILITIES IN ESTONIA**

European Council Regulation (EC) No 44/2001 on jurisdiction and the recognition and enforcement of judgments in civil and commercial matters sets forth a requirement that judgments of the courts of the member states of the European Union (except for Denmark) should be recognized and enforced in Estonia.

Recognition and enforcement of judgments of all other foreign courts in Estonia is regulated by the Code of Civil Procedure. Pursuant to the Code of Civil Procedure, each judgement in a civil matter made by a foreign state other than a Member State of the European Union is subject to recognition in Estonia, except in the case where: (i) recognition of the decision would be clearly contrary to the essential principles of Estonian law (public order) and, above all, the fundamental rights and freedoms of persons; (ii) the defendant or other debtor was unable to reasonably defend the rights thereof and, above all, if the summons or other document initiating the proceeding was not served on time and in the requisite manner, unless such person had a reasonable opportunity to contest the decision and the person failed to do so within the prescribed term; (iii) the decision is in conflict with an earlier decision made in Estonia in the same matter between the same parties or if an action between the same parties has been filed with an Estonian court; (iv) the decision is in conflict with a decision of a foreign court in the same matter between the same parties which has been earlier recognised or enforced in Estonia; (v) the decision is in conflict with a decision made in a foreign state in the same matter between the same parties which has not been recognised in Estonia, provided that the earlier court decision of the foreign state is subject to recognition or enforcement in Estonia; (vi) the court which made the decision could not make the decision in compliance with the provisions of Estonian law regulating international jurisdiction. Unless otherwise provided by law or an international treaty, a court decision of a foreign state is subject to enforcement in Estonia only after the decision has been declared to be subject to enforcement by the Estonian court.

Estonia is a party to the 1958 New York Convention on recognition and enforcement of foreign arbitral awards. Therefore, Estonian courts are legally bound to enforce decisions of foreign arbitration courts notwithstanding in which country such award has been adopted (i.e., whether a convention member state or not).

## PART XIII. TAXATION

### 1. ESTONIAN TAX CONSIDERATIONS

The following summary is based on the tax laws of Estonia as in effect on the date of this Prospectus, and is subject to changes in such laws, including changes that could have a retroactive effect. The following summary is not exhaustive and does not take into account or discuss the tax laws of any jurisdiction other than Estonia. Each person is encouraged to consult its own professional tax advisors as to the Estonian or any tax consequences in relation to Shares. Each person who may be affected by the tax laws of other jurisdictions should consult their own tax advisors with respect to the tax consequences applicable to their particular circumstances.

#### Corporate income tax

The Estonian Income Tax Act (*Tulumaksuseadus*) provides that the accrued profit of a legal entity resident in Estonia, such as the Company, is not subject to corporate income tax at the moment the profits are generated, but corporate income tax is charged on dividend and other profit distributions (e.g. payments from the equity, non-business expenses, gifts and donations and fringe benefits). Estonia applies also transfer pricing taxation principles.

In particular, pursuant to the Income Tax Act, corporate income tax is applied on:

- dividends;
- payments made by the Company upon reduction of share capital or share buy-back as well as liquidation proceeds;
- non-business expenses;
- fringe benefits granted to employees and the management;
- gifts, donations and costs of entertaining, catering, accommodation and transportation of guests which exceed tax exempt limits.

The corporate income tax at a rate of 21/79 has to be paid on the net amount of dividend or other profit distributions made by the Company (which equals 21% of the gross amount of distribution). The corporate income tax has to be paid and declared by the tenth day of the month following the month in which the payment was made.

In case of redistribution of dividends the Income Tax Act provides specific exemptions from the corporate income tax. In particular, dividend payable by an Estonian resident company is exempt of corporate income tax, if the dividend is payable on the account of dividend income received from a company being a resident of a state belonging to the European Economic Area or Switzerland (except companies located in low tax rate territories) and the holding belonging to the Estonian resident company upon receipt of dividends is at least 10%. Dividends payable on the account of profits attributable to a permanent establishment located in the European Economic Area or Switzerland are also exempt of corporate income tax. Certain other exemptions apply.

#### Dividends

Estonia does not apply withholding income tax on dividends. Nevertheless the corporate income tax on profit distributions is applied based on the above-mentioned principles.

#### Capital Gains

The Estonian legal persons do not pay corporate income tax on capital gains received from the sale or exchange of Shares until distribution.

As a general rule, income tax is not charged on gains realized also by non-residents (whether legal persons or individuals). However, Estonian income tax is charged on the capital gain realized from the sale or exchange of Shares of a “real estate company” if the non-resident’s holding exceeds 10%. A “real estate company” for these purposes is a company, contractual investment fund or other pool of assets of whose property, at the time of the transfer or during a period within 2 years before transfer,



more than 50% was directly or indirectly made up of immovable properties or structures as movables located in Estonia.

As at 30 June 2012, immovable properties or structures as movables located in Estonia constituted directly or indirectly less than 50% of the assets of the Company.

In case of Estonian individuals capital gains received from the sale or exchange of Shares are subject to taxation even if the company is not a “real estate company”.

The income tax is charged on the gains realized from the sale or exchange of a shareholding, with the gains being equal to the difference between the acquisition cost and the sale price/exchange value of the relevant shareholding. A shareholder is entitled to deduct documented expenses directly related to the sale or exchange from the amount of the gain as well. Realized capital gains are currently subject to income tax of 21%. The tax return is due by 31 March following the year the gain was received. After the tax return is submitted, income tax has to be paid: non-residents have to pay income tax by 30 June and resident individuals by 1 October.

Payments made by the Company upon reduction of share capital or share buy-back as well as liquidation proceeds are, as a general rule, subject to taxation at the level of the Company. Under certain conditions tax consequences may follow also to a non-resident (whether legal persons or individuals) or resident individual shareholders.

Exemptions or more favourable tax consequences may be available to non-residents under double taxation treaties. In general, the double taxation treaties provide that capital gains from the alienation of immovable property located in Estonia or shares in a company the assets of which consist mainly of such property may be taxed in Estonia. The double taxation treaty with the Netherlands, on the other hand, precludes Estonian taxation on the sale or exchange of shares in a “real estate company”.

#### **Stamp Duty and Other Transfer Taxes**

There are currently no stamp duties or other transfer taxes payable on the transfer of Shares. However, fees and charges are generally levied by the operators of securities accounts in the ECRS on transactions in the Shares which are cleared and settled through the ECRS.

## **2. PFIC CONSIDERATIONS**

A corporation organized outside the United States will be a PFIC in any taxable year in which, after taking into account the income and assets of the corporation and certain subsidiaries pursuant to the applicable “look-through rules,” either (i) at least 75% of its gross income is “passive income” or (ii) at least 50% of the average value of its assets is attributable to assets which produce passive income or are held for the production of passive income. The Company’s possible status as a PFIC must be determined annually and therefore may be subject to change. This determination will depend in part on whether the Company continues to earn substantial amounts of operating income, as well as on the market valuation of the Company’s assets and the Company’s spending schedule for its cash balances. The Company has not undertaken to make such an analysis on an annual basis. Therefore, U. S. investors should consider making such an analysis themselves on an annual basis. If the Company were a PFIC, each U.S. holder of Shares (i.e. each beneficial owner of Shares that is (i) a citizen or resident of the United States for U.S. federal income tax purposes, (ii) a corporation, or other entity treated as a corporation, created or organized under the laws of the United States of any State thereof, (iii) an estate the income of which is subject to U.S. federal income tax without regard to its sources or (iv) a trust if a court within the United States is able to exercise primary supervision over the administration of the trust and one or more U.S. persons have the authority to control all substantial decisions of the trust) would be required

- to pay a special U.S. addition to tax on certain distributions and gains on sale and
- to pay tax on any gain from the sale of Shares at ordinary income (rather than capital gains) rates in addition to paying the special addition to tax on this gain.

Prospective purchasers of Shares should consult their tax advisers regarding the potential application of the PFIC regime.

THE ABOVE PFIC CONSIDERATIONS IS NOT INTENDED TO CONSTITUTE A COMPREHENSIVE ANALYSIS OF ALL THE TAX CONSEQUENCES RELATING TO THE ACQUISITION, OWNERSHIP OR DISPOSITION OF SHARES. PROSPECTIVE INVESTORS SHOULD CONSULT THEIR OWN

TAX ADVISERS CONCERNING THE TAX CONSEQUENCES TO THEM IN LIGHT OF THEIR PARTICULAR SITUATIONS.

## **PART XIV. SELLING AND TRANSFER RESTRICTIONS**

*The distribution of this Prospectus and the offer of any Shares in certain jurisdictions may be restricted by law and therefore persons into whose possession this document comes should inform themselves about and observe any such restrictions, including those that follow. Failure to comply with these restrictions may constitute a violation of securities laws.*

### **General**

No action has been taken or will be taken in any jurisdiction by the Company that would permit a public offering of the Shares. No action has been taken or will be taken in any jurisdiction other than Estonia by the Company that would permit the possession or distribution of this Prospectus or any documents relating to it, or any amendment or supplement thereto.

The Shares may not be offered, sold, resold, allotted or subscribed to, directly or indirectly, in the countries where it is unlawful to do so without meeting additional requirements, unless any applicable exemption of those requirements exists.

Persons receiving a copy of this Prospectus are required by the Company to inform themselves about and to observe any restrictions as to offering, acquiring and/or resale of any Shares and the distribution of this Prospectus.

### **European Economic Area**

In relation to each Member State of the European Economic Area that has implemented the Prospectus Directive (each, a relevant Member State), with effect from and including the date on which the Prospectus Directive is implemented in that relevant Member State (the relevant implementation date), the Shares may not be offered to the public in that relevant Member State prior to the publication of a prospectus in relation to the Shares that has been approved by the competent authority in that relevant Member State or, where appropriate, approved in another relevant Member State and notified to the competent authority in that relevant Member State, all in accordance with the Prospectus Directive, except that, with effect from and including the relevant implementation date, an offer of securities may be offered to the public in that relevant Member State at any time:

- to any legal entity that is authorized or regulated to operate in the financial markets or, if not so authorized or regulated, whose corporate purpose is solely to invest in securities; or
- to any legal entity that has two or more of (1) an average of at least 250 employees during the last financial year; (2) a total balance sheet of more than EUR 43,000,000 and (3) an annual net revenues of more than EUR 50,000,000, as shown in its last annual or consolidated accounts; or
- in any other circumstances that do not require the publication of a prospectus pursuant to Article 3 of the Prospectus Directive.

For purposes of this provision, the expression an “offer to the public” in any relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the securities to be offered so as to enable an investor to decide to purchase or subscribe for the securities, as the expression may be varied in that Member State by any measure implementing the Prospectus Directive in that Member State, and the expression “Prospectus Directive” means Directive 2003/71/EC as amended from time to time and includes any relevant implementing measure in each relevant Member State.

### **United States**

The Shares have not been and will not be registered under the Securities Act or with any securities authority of any state of the United States. The Shares may not be offered, sold or delivered within the United States except pursuant to registration under the Securities Act or pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state laws.

## **PART XV. LEGAL MATTERS**

In respect of Estonian law, certain legal matters will be passed upon for the Company by Advokaadibüroo Tark Grunte Sutkiene AS, Estonian counsel to the Company, address Roosikrantsi 2, Tallinn 10119, Estonia.

In respect of Latvian law, certain legal matters will be passed upon for the Company by Zvērinātu advokātu birojs TARK GRUNTE SUTKIENE, Latvian counsel to the Company, address Brivibas 43, Riga, LV-1010, Latvia.

In respect of Lithuanian law, certain legal matters will be passed upon for the Company by Advokatų kontora Tark, Grunte, Sutkienė ir partneriai TARK GRUNTE SUTKIENE, Lithuanian counsel to the Company, address Didžioji 23, LT-01128 Vilnius, Lithuania.

In respect of German law, certain legal matters will be passed upon for the Company by Noerr LLP, German counsel to the Company, address Speditionstrasse 1, 40221 Düsseldorf, Germany.

In respect of US law, certain legal matters will be passed upon for the Company by McLaughlin & Stern, LLP, US counsel to the Company, address 260 Madison Avenue, New York, New York 10016, the United States of America.

*The legal counsels referred to in this Part XV (Legal Matters) are not liable for the information contained in the Prospectus and shall be liable only to the Company and to the extent agreed upon with the Company. In respect of the persons responsible for the information contained in this Prospectus, please read "Responsibility" under "Notices to Investors" on page 2 hereof.*

## **PART XVI. INDEPENDENT AUDITORS**

Pursuant to the Estonian Commercial Code, the General Meeting of Shareholders decides the number of auditors and elects the auditors. Pursuant to a resolution dated 13 April 2012, the general meeting of shareholders of the Company appointed AS Deloitte Audit Eesti (address: Roosikrantsi 2, Tallinn 10119, Estonia) as auditor of the Company for one year (until the next annual General Meeting of Shareholders). AS Deloitte Audit Eesti is a member of the Estonian Auditing Board. The auditor of the Company for the financial years ended 31 December 2009, 2010 and 2011 was also AS Deloitte Audit Eesti.

The Special Purpose Combined Financial Statements (i.e. special purpose consolidated combined financial statements of the Company for the three years ended 31 December 2011), which have been prepared in accordance with the IFRS-EU as described in Note 2 thereto, have been audited by AS Deloitte Audit Eesti, as set out in their report.

The consolidated condensed interim financial information of the Company for the six months ended 30 June 2012 included in this Prospectus has not been audited. AS Deloitte Audit Eesti conducted an examination of the un-audited adjusted financial information of the Company for the six months ended 30 June 2011 contained in the consolidated condensed interim financial information of the Company for the six months ended 30 June 2012 and issued a report, included elsewhere in this Prospectus.

The audit reports issued with respect to Financials Statements have not included qualifications. Notwithstanding the foregoing, the independent sworn audit report regarding AS Pro Kapital Grupp Financial Statements for the Year ended 31 December 2010 included the following qualifications: (a) the auditors were unable to obtain sufficient audit evidence for consolidated other income in the amount of EEK 31,052,933 (EUR 1,984,644) and expenses in the amount of EEK 30,601,956 (EUR 1,955,821) arising from Multiservice S.I.r (a subsidiary at that time) and (b) as of 31 December 2010, the Management Board had not performed the impairment test on the financial investments into subsidiaries at their cost value of EEK 2,137,460 (EUR 136,609). Please also see auditor's report appended to AS Pro Kapital Grupp Consolidated Financial Statements for the Year Ended 31 December 2010, a document that is incorporated hereto by reference.

The AS Pro Kapital Grupp Financial Statements for the Year ended 31 December 2009 included an emphasis of matter. Without qualifying its opinion, attention was drawn to the matter that the real estate markets where the Group Companies operated were influenced by the global financial crisis and economic downturn, which caused insufficient liquidity and very passive purchase demand. The deterioration of the real estate market created an uncertainty as to the fairness of valuation of the of the Group's assets (investment properties, inventories and long term receivables). The value of respective assets presented in the consolidated annual accounts is based on the management's estimates as of the consolidated annual accounts' preparation date. Thus, the final net realizable value of the recorded assets may differ from the estimates used. Please also see auditor's report appended to AS Pro Kapital Grupp Consolidated Financial Statements for the Year Ended 31 December 2009, a document that is incorporated hereto by reference.

## **PART XVII. INFORMATION INCORPORATED BY REFERENCE**

The information and documents are incorporated into this Prospectus by reference. Such information is publicly available at the website of the Company ([www.prokapital.com](http://www.prokapital.com)) under [www.prokapital.com/investors](http://www.prokapital.com/investors) :

- the Company's Articles of Association;
- the Special Purpose Combined Financial Statements (AS Pro Kapital Grupp Combined Financial Statements For Financial Years ended 31 December 2011, 2010 and 2009) and the Independent Auditor's Report on Combined Financial Statements;
- the Interim Financial Statements (AS Pro Kapital Grupp Interim Report 01.01.-30.06.2012) and Certified Auditor's Report on Review of Interim Financial Information;
- AS Pro Kapital Grupp Consolidated Annual Report for the Year Ended 31 December 2011;
- AS Pro Kapital Grupp Consolidated Financial Statements for the Year Ended 31 December 2010;
- AS Pro Kapital Grupp Consolidated Financial Statements for the Year Ended 31 December 2009; and
- the Appraisal Report (Investment Value Summary – Pro Kapital Property Portfolio Estonia, Germany, Latvia and Lithuania).

## PART XVIII. DEFINITIONS AND GLOSSARY

<b>“Admission to Trading”</b>	means the admission of the Shares to trading on the Regulated Market
<b>“Appraisal Report”</b>	means Investment Value Summary Pro Kapital Property Portfolio Estonia, Germany, Latvia and Lithuania, which is incorporated hereto by reference
<b>“CAB”</b>	means Cluster of Apartment Blocks
<b>“CBD”</b>	means Central Business District
<b>“CEE”</b>	means Central and Eastern Europe
<b>“Company”</b>	means AS Pro Kapital Grupp
<b>“Division”</b>	means the division of the Company, which is described under “Division of the Company” in Section 9 ( <i>Material Contracts</i> ) of Part IX ( <i>Business</i> ) of the Prospectus;
<b>“Domina Shopping Centre”</b>	means the Domina Shopping Centre, a shopping mall in Riga, which was sold to KanAm in 2007
<b>“ECSD”</b>	means the registrar of the ECRS being AS Eesti Väärtpaberikeskus at the date of the Prospectus
<b>“ECRS”</b>	means the Estonian Central Register of Shares ( <i>Eesti väärtpaberite keskregister</i> )
<b>“ECRSA”</b>	means the Estonian Central Registry of Securities Act ( <i>Eesti väärtpaberite keskregistri seadus</i> )
<b>“EEA”</b>	means the European Economic Area
<b>“EEK”</b>	means the Estonian kroon, which was the lawful currency of Estonia until 31 December 2010
<b>“ESMA”</b>	means the Estonian Securities Market Act ( <i>väärtpaberituru seadus</i> )
<b>“EFSA”</b>	means the Estonian Financial Supervision Authority ( <i>Finantsinspeksioon</i> )
<b>“Estonian Commercial Register”</b>	means the Estonian commercial register ( <i>äriregister</i> )
<b>“EUR” or “euro”</b>	means to the currency introduced at the start of the third stage of European Economic and Monetary Union pursuant to the Treaty establishing the European Community
<b>“FDI”</b>	means foreign direct investment
<b>“Financial Statements”</b>	means each and all of the Special Purpose Combined Financial Statements and the Interim Financial Statements, which are incorporated hereto by reference (please see Part XVII ( <i>Information Incorporated by Reference</i> ))
<b>“GBA”</b>	means gross building area
<b>“GDP”</b>	means gross domestic product
<b>“General Meeting of Shareholders”</b>	General Meeting of Shareholders ( <i>aktsionäride üldkoosolek</i> ) of the Company
<b>“GLA”</b>	means gross leasable area
<b>“Group”</b>	means the Company and its consolidated subsidiaries
<b>“Group Company”</b>	means a company, which belongs to the Group
<b>“GSA”</b>	means gross saleable area
<b>“IFRS”</b>	means the International Financial Reporting Standards
<b>“IFRS-EU”</b>	means the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and the interpretations of

	International Financial Reporting Interpretations Committee (IFRIC) as adopted in the European Union
<b>"Ilmarine Quarter"</b>	means Ilmarine Quarter described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"IMF"</b>	means the International Monetary Fund
<b>"Interim Financial Statements"</b>	AS Pro Kapital Grupp Interim Report 01.01.-30.06.2012, which are incorporated hereto by reference (please see Part XVII ( <i>Information Incorporated by Reference</i> ))
<b>"Investment Value"</b>	means the investment value as described in the Appraisal Report Summary
<b>"Kalaranna Residential Complex"</b>	means Kalaranna residential Complex described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"KanAm"</b>	means KanAm Grund Kapitalanlagegesellschaft GmbH
<b>"Key Executives"</b>	means the persons listed under "Other Key Executives" in Section 1 ( <i>Structure of the Management</i> ) of Part X ( <i>Management</i> )
<b>"Kliversala Residential Complex"</b>	means Kliversala Residential Complex described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"Kristiine Sale Agreement"</b>	means the Kristiine Sale Agreement described under "Kristiine Sale Agreement" in 9 ( <i>Material Contracts</i> ) of Part IX ( <i>Business</i> )
<b>"Kristiine Shopping Centre"</b>	means Kristiine Keskus, a shopping mall located in Tallinn, which was sold to a subsidiary of Citycon Oy in 2011
<b>"Latvian Central Depository"</b>	means Joint Stock Company "Latvijas Centrālais depozitārijs", registered in the Latvian Enterprise Register, registration number 40003242879, registered address Valnu iela 1, Riga, LV-1050, Latvia, which is the sole central securities depository in the Republic of Latvia, which administers Latvian central register of publicly issued securities and is owned by NASDAQ OMX Riga
<b>"Latvian Land Register"</b>	means Land Register of the Republic of Latvia, which is publicly reliable register of immovable properties and the rights related thereto
<b>"Lithuanian Central Depository"</b>	means the Central Securities Depository of Lithuania
<b>"LTL"</b>	means Lithuanian litas, the lawful currency of the Republic of Lithuania
<b>"LVL"</b>	means Latvian lats, the lawful currency of the Republic of Latvia
<b>"Management Board"</b>	means the management board (in Estonian <i>juhatus</i> ) of the Company
<b>"NASDAQ OMX Tallinn Rules"</b>	rules adopted by NASDAQ OMX Tallinn AS and applicable to the Regulated Market
<b>"Newsec"</b>	means SIA "NEWSEC VALUATIONS LV", registered in the Latvian Enterprise Register, registration No 40103216919
<b>"NSA"</b>	means net saleable area
<b>"PCAOB Standards"</b>	means auditing standards of the U.S. Public Company Accounting Oversight Board
<b>"Offering"</b>	means the public offering of new shares of the Company made pursuant to the offering and listing prospectus, dated 22 August 2012 and cancelled on 10 September 2012;
<b>"Peterburi Rd. Shopping Centre"</b>	means the Peterburi Rd. Shopping Centre described under "Commercial Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"PFIC"</b>	means passive foreign investment company
<b>"PK Ilmarine Hotel"</b>	means the PK Ilmarine Hotel (Domina Inn Ilmarine Hotel until July 2012) described under "Properties in Real Estate Management" in Section 6 ( <i>Projects</i>



	<i>and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"PK Parkhotel Kurhaus"</b>	means PK Parkhotel Kurhaus (Domina Hotel and Kurhaus until July 2012) described under "Properties in Real Estate Management" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"PK Riga Hotel"</b>	means the PK Riga Hotel (Domina Inn Riga Hotel until July 2012) described under "Properties in Real Estate Management" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"Prospectus"</b>	means this trading prospectus of the Company
<b>"Prospectus Directive"</b>	means Directive 2003/71/EC of the European Parliament and of the Council of 4 November 2003 on the prospectus to be published when securities are offered to the public or admitted to trading and amending Directive 2001/34/EC, as amended
<b>"Prospectus Regulation"</b>	means the Commission Regulation (EC) No 809/2004 of 29 April 2004 implementing the Prospectus Directive, as amended
<b>"Regulated Market"</b>	means the regulated market (Secondary List) operated by NASDAQ OMX Tallinn AS
<b>"Šaltīņū Namai Residential Complex"</b>	means the Šaltīņū Namai Residential Complex described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"Securities Act"</b>	means the United States Securities Act of 1933, as amended
<b>"Share"</b>	means a share in the Company
<b>"Special Purpose Combined Financial Statements"</b>	means AS Pro Kapital Combined Financial Statements For Financial Years ended 31 December 2011, 2010 and 2009, which are incorporated hereto by reference (please see Part XVII ( <i>Information Incorporated by Reference</i> ))
<b>"Supervisory Council"</b>	means the supervisory council (in Estonian <i>nõukogu</i> ) of the Company
<b>"Tallinas St. Residential Complex"</b>	means Tallinas St. Residential Complex described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"Tondi Quarter"</b>	means Tondi Quarter described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"U.S. GAAP"</b>	Means accounting principles generally accepted in the U.S.
<b>"U.S. GAAS"</b>	Means accounting standards generally accepted in the U.S.
<b>"USD"</b>	means U.S. dollars, the lawful currency of the United States of America
<b>"World Trade Centre Riga"</b>	means World Trade Centre Riga described under "Properties in Real Estate Management" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus
<b>"Zvaigznes Centre"</b>	means Zvaigznes Centre described under "Residential Development Projects and Properties" in Section 6 ( <i>Projects and Properties</i> ) of Part IX ( <i>Business</i> ) of the Prospectus