# 1<sup>st</sup> quarter Interim Report

2009

Beginning of the Interim Report Period: 1.1.2009
End of the Interim Report Period: 31.3.2009
Beginning of the financial year: 1.1.2009
End of the financial year: 31.12.2009
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Main activity: Furniture production

Auditor: AS PricewaterhouseCoopers



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## **Outline**

AS Viisnurk is engaged in the field of furniture and furnishing goods retail trade and the production of furniture and building materials. The Furniture Division and Building Materials Divisions are the business units of AS Viisnurk.

Furniture store chain Skano operating in Ukraine and the Baltics and a plant producing original home furniture made of timber belong into the Furniture Division.

The Building Materials Division produces and markets two independent softboard-based product categories: fibre-boards for insulation and soundproofing, and interior finishing panels for walls and ceilings.

The principal markets of the company are Scandinavia, Russia, Ukraine and the Baltics. The long-term customers and co-operation partners of Viisnurk AS are distinguished representatives of their respective fields.

The shares of AS Viisnurk have been listed on Tallinn Stock Exchange since 5 June 1997. On 19 September 2007, the division of AS Viisnurk took place and the shares of separated production enterprise have been listed again in the main list of Tallinn Stock Exchange according to the decision of Tallinn Stock Exchange Listing Committee as of 20 September 2007 and trading with the shares commenced on 25 September 2007. The majority owner of AS Viisnurk is OÜ Trigon Wood. The ultimate controlling party of the Group is TDI Investments KY, registered in the Republic of Finland and belonging to the Scandinavian investors.

## Management Report

#### Income statement

Consolidated net sales of first quarter 2009 was 53.1 mil. kroons/3.4 mil. euros (73.9 mil. kroons/4.7 mil. euros in same period of 2008) representing a 28% decrease on the first quarter compared to Q1 2008. The Group's gross margin in the first quarter of 2009 was 19.5% compared to 23.9% in the first quarter of 2008. Consolidated operating profit amounted to 0.3 mil. kroons/17 thousand euros (5.9 mil. kroons/378 thousand euros in same period 2008). The consolidated operating margin of net sales was 0.5% (8.0% in Q1 2008).

Consolidated net loss amounted to 0.7 mil. kroons/43 thousand euros, compared to 5.1 mil. kroons/328 thousand euros in Q1 2008), and the net margin was -1.3% (1.8% in Q1 2008). In Q1 2009, the Group's return on equity was -1.0% (6.7% in Q1 2008) and return on assets was -0.4% (3.0% in Q1 2008).

The main reason for loss is decrease of net sales.

#### Balance sheet

As of 31.3.2009 the total assets of Viisnurk amounted to 155.9 mil. kroons/10.0 mil. euros (31.12.2008: 163.8 mil. kroons/10.5 mil. euros). The liabilities of the company accounted for 54.8% (31.12.2008: 56.5%) thereof, i.e. 85.5 mil. kroons/5.5 mil. euros (31.12.2008: 92.6 mil. kroons/5.9 mil. euros).

Receivables and prepayments have increased by 7.3 mil. kroons/0.5 mil. euros i.e. 37% decrease with 3 months. The reason of increase of receivables is very small sales in December 2008, which essentially lowered the amount of receivables at the end of December.

Inventories decreased by 10.2 mil. kroons/0.7 mil. euros to reach 57.9 mil. kroons/3.7 mil. euros on 31.3.2009. (31.12.2008: 68.1 mil. kroons/4.4 mil. euros). The lowering of amount of inventories is one of the main goals to survive in crisis and to keep liquidity. Property, plant and intangibles decreased by 1.9 mil. kroons/0.1 mil. euros mainly as a result of depreciation.

Short-term loans decreased by 2.0 mil. kroons/0.1 mil. euros and amounted to 15.7 mil. kroons/1.0 mil. euros in 31 March 2009 (31.12.2008: 17.7 mil. kroons/1.1 mil. euros). Supplier payables, tax liabilities, other payables, including payables to employees, and provisions amounted to 38.7 mil. kroons/2.5 mil. euros (31.12.2008: 43.8 mil. kroons/2.8 mil. euros). Current and non-current liabilities decreased by 7.1 mil. kroons/0.5 mil. euros to 85.5 mil. kroons/5.5 mil. euros (31.12.2008: 92.6 mil. kroons/5.9 mil. euros).

## Divisional review:

## Net sales by business segments

|                             | th. EEK |         | th. EUR |         | % of net sales |         |
|-----------------------------|---------|---------|---------|---------|----------------|---------|
|                             | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 | Q1 2009        | Q1 2008 |
| Furniture Factory           | 27,598  | 36,089  | 1,764   | 2,307   | 52.0%          | 48.9%   |
| Skano                       | 8,934   | 9,686   | 571     | 619     | 16.8%          | 13.1%   |
| Building Materials Division | 20,387  | 33,785  | 1,303   | 2,159   | 38.4%          | 45.7%   |
| Elimination                 | (3,833) | (5,693) | (245)   | (364)   | (7.2)%         | (7.7)%  |
| TOTAL                       | 53,086  | 73,867  | 3,393   | 4,721   | 100.0%         | 100.0%  |

## Net sales by geographical segments

|           | th. EEK |         | th. EUR |         | % of net sales |         |
|-----------|---------|---------|---------|---------|----------------|---------|
|           | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 | Q1 2009        | Q1 2008 |
| Finland   | 21 704  | 35 435  | 1 387   | 2 265   | 40,9%          | 48,0%   |
| Russia    | 12 514  | 15 961  | 799     | 1 020   | 23,6%          | 21,6%   |
| Estonia   | 7 871   | 12 813  | 503     | 819     | 14,8%          | 17,3%   |
| Ukraine   | 2 894   | 1 031   | 185     | 66      | 5,5%           | 1,4%    |
| Latvia    | 2 368   | 3 112   | 151     | 199     | 4,5%           | 4,2%    |
| Lithuania | 2 218   | 2 638   | 142     | 168     | 4,2%           | 3,6%    |
| Portugal  | 1 245   | 0       | 79      | 0       | 2,3%           | 0,0%    |
| Germany   | 743     | 1 202   | 48      | 77      | 1,4%           | 1,6%    |

| TOTAL           | 53 086 | 73 867 | 3 393 | 4 721 | 100,00% | 100,00% |
|-----------------|--------|--------|-------|-------|---------|---------|
| Other countries | 222    | 131    | 15    | 8     | 0,4%    | 0,2%    |
| Belarusian      | 119    | 0      | 8     | 0     | 0,2%    | 0,0%    |
| Sweden          | 559    | 1 017  | 36    | 65    | 1,1%    | 1,4%    |
| Kazakhstan      | 629    | 527    | 40    | 34    | 1,2%    | 0,7%    |

Regarding the markets, turnover has decreased in all big markets. The main reasons of increased turnover in Ukraine were the stores opened in 2008, which in the first quarter of 2008 were still in the start-up phase or not opened. AS Viisnurk initiated sales into Portugal and Belarusian.

## Gross profit by business segments

|                                    | th. EE  | EΚ            | th. E   | UR      |
|------------------------------------|---------|---------------|---------|---------|
|                                    | Q1 2009 | Q1 2008       | Q1 2009 | Q1 2008 |
| Furniture Factory                  | 3,188   | 4,186         | 204     | 268     |
| Skano                              | 4,416   | <b>4,6</b> 70 | 282     | 298     |
| <b>Building Materials Division</b> | 2,820   | 8,838         | 180     | 565     |
| Elimination                        | (66)    | (11)          | (4)     | (1)     |
| TOTAL                              | 10,358  | 17,683        | 662     | 1,130   |

The main reason for decreased gross margin in Building Material Division is changes in product portfolio and growth of cost value due to small production volume and big fixed costs.

Profit by business segments

|                             | th. EE  | EΚ      | th. E   | UR      |
|-----------------------------|---------|---------|---------|---------|
|                             | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 |
| Furniture Factory           | 1,616   | 1,834   | 103     | 117     |
| Skano                       | (778)   | (164)   | (50)    | (10)    |
| Building Materials Division | (248)   | 4,262   | (16)    | 272     |
| Elimination                 | (325)   | (11)    | (20)    | (1)     |
| TOTAL                       | 265     | 5,921   | 17      | 378     |
| Net financial costs         | (938)   | (788)   | (60)    | (50)    |
| PROFIT BEFORE TAXES         | (673)   | 5,133   | (43)    | 328     |
| Income tax                  | 0       | 0       | 0       | 0       |
| NET PROFIT                  | (673)   | 5,133   | (43)    | 328     |

### **Furniture Division**

The net sales of AS Viisnurk Furniture Division in the first quarter amounted to 32.7 mil. kroons/2.1 mil. euros (2008: 40.1 mil. kroons/2.6 mil. euros) and the economic result 0.1 mil. kroons/8 thousand euros as a profit (2008: 1.4 mil. kroons/88 thousand euros). As compared to the previous year the turnover of the division has decreased by 7.4 mil. kroons/472 thousand euros (18.4%).

#### Furniture Retail - Skano

AS Viisnurk retail business is operated by a private limited company OÜ Skano and its subsidiaries in Latvia, Lithuania and Ukraine. Skano has totally 10 stores in Tallinn, Pärnu, Riga, Vilnius, Kaunas, Klaipeda, Kiev, Donetsk, Kharkiv and Odessa at the end of the first quarter.

As a result of unexpected economical situation, management decided to stop openings of new stores. Management is in negotiations with leasers to lower premises rents.

## Retail sales by countries

|           | th. E   | th. EEK |         | th. EUR |         | % of net sales |         | Number of stores |  |
|-----------|---------|---------|---------|---------|---------|----------------|---------|------------------|--|
|           | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008        | Q1 2009 | Q1 2008          |  |
| Estonia   | 2,200   | 4,511   | 141     | 288     | 24.6%   | 46.6%          | 2       | 2                |  |
| Latvia    | 1,730   | 2,319   | 110     | 148     | 19.4%   | 23.9%          | 1       | 1                |  |
| Lithuania | 2,110   | 2,533   | 135     | 162     | 23.6%   | 26.2%          | 3       | 3                |  |

| Ukraine | 2,894 | 323   | 185 | 21  | 32.4%  | 3.3%   | 4  | 2 |
|---------|-------|-------|-----|-----|--------|--------|----|---|
| TOTAL   | 8,934 | 9,686 | 571 | 619 | 100.0% | 100.0% | 10 | 8 |

The retail sale of the Furniture Division decreased most in Estonia. The sale in Ukraine has increased in stores opened after 31.3.2008. Within the first quarter this year the retail sale has decreased by 7.8% as compared to the same period last year. The stores that were opened before 31.3.2008 (Tallinn, Riga, Pärnu, Vilnius, Kaunas, Klaipeda, Kharkiv, Kiev) have decreased the sales in the first quarter by 33%, compared to the same period in 2008.

#### **Furniture Factory**

The Furniture Factory's sales in the first quarter in the company's basic target market in Russia and Finland have decreased and clients does not estimate sales recovering in near future.

### Furniture Factory sales by countries

|              | th EEK  |         | th EUR  |         | % of net sales |         |
|--------------|---------|---------|---------|---------|----------------|---------|
|              | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 | Q1 2009        | Q1 2008 |
| Russia       | 11,691  | 14,637  | 747     | 935     | 42.4%          | 40.6%   |
| Finland      | 10,328  | 13,653  | 660     | 873     | 37.4%          | 37.7%   |
| Kazakhstan   | 629     | 527     | 40      | 34      | 2.3%           | 1.5%    |
| Germany      | 620     | 966     | 40      | 62      | 2.2%           | 2.7%    |
| Others       | 497     | 613     | 32      | 39      | 1.8%           | 1.7%    |
| Subsidiaries | 3,833   | 5,693   | 244     | 364     | 13.9%          | 15.8%   |
| TOTAL        | 27,598  | 36,089  | 1,763   | 2,307   | 100.0%         | 100.0%  |

## **Building Materials Division**

The net sales of the Building Materials Division in the first quarter amounted to 20.4 mil. kroons/1.3 mil. euros and loss to 0.8 mil. kroons/51 thousand euros. In the same period last year, the turnover of the division totalled to 33.8 mil. kroons/2.2 mil. euros and the profit 3.8 mil. kroons/240 thousand euros. As compared to the previous year the turnover of the division has decreased by 13.4 mil. kroons/856 thousand euros and the profit has decreased by 4.5 mil. kroons/291 thousand euros.

## Net sales by geographical segments

|                 | th. EEK |         | th. E   | th. EUR |         | t sales |
|-----------------|---------|---------|---------|---------|---------|---------|
|                 | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 |
| Finland         | 11 376  | 21 782  | 727     | 1392    | 55,8%   | 64,5%   |
| Estonia         | 5 365   | 7 820   | 343     | 500     | 26,3%   | 23,1%   |
| Portugal        | 1 245   | 0       | 80      | 0       | 6,1%    | 0,0%    |
| Russia          | 823     | 1 324   | 53      | 85      | 4,0%    | 3,9%    |
| Latvia          | 638     | 793     | 41      | 51      | 3,1%    | 2,3%    |
| Sweden          | 559     | 1 017   | 36      | 65      | 2,7%    | 3,0%    |
| Germany         | 123     | 236     | 8       | 15      | 0,6%    | 0,7%    |
| Lithuania       | 108     | 105     | 7       | 7       | 0,5%    | 0,3%    |
| Ukraine         | 0       | 708     | 0       | 45      | 0,0%    | 2,1%    |
| Other countries | 150     | 0       | 10      | 0       | 0,7%    | 0,0%    |
| TOTAL           | 20 387  | 33 785  | 1 305   | 2 160   | 100,0%  | 100,0%  |

### **Building Boards**

The product group that makes up the biggest proportion in general building boards are wind protection boards. Compared to last year, decrease of sales is the biggest in this segment. This is caused by decrease of the building sector in Estonia and Finland, two main markets for the product. Sale of products to companies operating outside the building sector is same as previous year.

#### **Interior Finishing Boards**

The biggest market of Isotex interior finishing boards in the first quarter was Finland. Sale in the domestic market of Estonia has decreased marginally and was almost on the level of last year. Sales volumes have been achieved in Lithuania and Russia. In connection with the increase of production capacity potential, activities have been continued in order to find new markets.

## Forecast and development

AS Viisnurk needs to minimize risks related to expanding in cool economical situation, keep sufficient liquidity, and will not plan new openings in 2009. In Lithuania one store will be moved into new attractive place.

For 2009 management forecasts decreasing of sales in retail market, also in markets not related in Skano retail business, and it will decrease the production volume in furniture factory. Since 12.01.2008 most of employees are engaged in part-time working time.

Based on relatively cold economical situation and low demand for building materials in target markets management plans to decrease production volume of both production groups in first half year of 2009. In main production line factory continues with three shifts instead of four. Part time working time is engaged two periods. The production volume of Isotex has increased in first quarter and has achieved in second quarter the volume of last year. The proportion of ceiling and wall panels has been stable (75% of ceiling panels and 25% wall panels) in fist quarter 2009 and 2008.

## Investments

Concerning the retail trade of the furniture division, the company stopped its activities in the fourth quarter of 2008 in order to expand the retail trade to the neighbouring markets. The expansion of retail business includes opening new stores offering home furniture and furnishing goods in various Eastern European markets.

During 3 months 2009 investments into technology totalled 70 thousand kroons/4 thousand euros . At the same period of 2008 investments into technology totalled 484 thousand kroons/31 thousand euros and into buildings 642 thousand kroons/41 thousand euros.

## People

At 31 March 2009 Concern employed 342 people (339 people in the same time at the last year). The average number of personnel in the first quarter of 2009 was 345 (2008: 336).

In the 3 months of 2008, wages and salaries amounted 12.5 mil. kroons/0.8 mil. euros (17.4 mil. kroons/1.1 mil. euros in the same period of the last year).

Payments made to management and supervisory board members with relevant taxes:

|  | th EEK  | th EEK  | th EUR  | th EUR  |
|--|---------|---------|---------|---------|
|  | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 |
| Board member and other remuneration            | 570     | 485     | 36      | 31      |
| Social tax and unemployment insurance premiums | 188     | 160     | 12      | 10      |
| TOTAL  | 758     | 645     | 48      | 41      |

## Financial highlights

|                                 | th EEK  | th EEK  | th EUR  | th EUR  |
|---------------------------------|---------|---------|---------|---------|
| T                               | Q1 2009 | Q1 2008 | Q1 2009 | Q1 2008 |
| Income statement                |         |         |         |         |
| Revenue                         | 53,086  | 73,867  | 3,393   | 4,721   |
| EBITDA                          | 2,226   | 8,184   | 142     | 523     |
| EBITDA margin                   | 4.2%    | 11.1%   | 4.2%    | 11.1%   |
| Operating profit                | 266     | 5,920   | 17      | 378     |
| Operating margin                | 0.5%    | 8.0%    | 0.5%    | 8.0%    |
| Net profit                      | (673)   | 5,133   | (43)    | 328     |
| Net margin                      | (1.3%)  | 6.9%    | (1.3%)  | 6.9%    |
| Balance sheet                   |         |         |         |         |
| Total assets                    | 155,905 | 172,678 | 9,965   | 10,468  |
| Return on assets                | (0.4%)  | 3.0%    | (0.4%)  | 3.1%    |
| Equity                          | 70,404  | 76,464  | 4,499   | 4,548   |
| Return on equity                | (1.0%)  | 6.7%    | (1.0%)  | 7.2%    |
| Debt-to-equity ratio            | 54.8%   | 55.7%   | 54.9%   | 56.6%   |
| Share (31 December)             |         |         |         |         |
| Closing price (EEK/EUR)         | 10.48   | 28.95   | 0.67    | 1.85    |
| Earnings per share (EEK/EUR)    | (0.15)  | 1.14    | (0.01)  | 0.07    |
| Price-earnings ratio            | -       | 25.37   | -       | 25.38   |
| Book value of a share (EEK/EUR) | 15.65   | 17.00   | 1.00    | 1.01    |
| Market to book ratio            | 0.67    | 1.70    | 0.67    | 1.83    |
| Market capitalization           | 47,150  | 130,248 | 3,014   | 8,323   |

EBITDA = Earnings before interest, taxes, deprecation and amortisation

EBITDA margin = EBITDA / Revenue

Operating margin = Operating profit / Revenue

Net margin = Net profit / Revenue

Return on assets = Net profit / Total assets

Return on equity = Net profit / Equity

Debt-to-equity ratio = Liabilities / Total assets

Earnings per share = Net profit / Total shares

Price-earnings ratio = Closing price / Earnings per share

Book value of a share = Equity / Total shares

Market to book ratio = Closing price / Book value of a share

Market capitalization = Closing price \* Total shares

## Financial risks

#### Interest rate risk

AS Viisnurk's interest rate risk depends, above all, on changes in EURIBOR (Euro Interbank Offered Rate) because most of its loans are linked to EURIBOR. At 31 December 2008, 6 months' EURIBOR was 2.971 and at 31 March 2009 1.670.

According to loan agreements, interest rates are reviewed on the basis of changes in EURIBOR as follows:

- ✓ the loan in starting amount of EEK 13,000,000 (EUR 830,851) every year on 30 November and 30 May;
- ✓ the loan in starting amount of EUR 2,660,000 (EEK 41,619,956) every year on 30 September and 31 March.
- ✓ the loan in starting amount of EUR 479,337 (EEK 7,500,000) every year on 30 April and 31 October.

The interest rate risk also depends on the overall economic situation in Estonia and on changes in the banks' average interest rates. AS Viisnurk has a cash flow risk arising from the interest rate risk because most loans have a floating interest rate. Management believes that the cash flow risk is not significant. Therefore, no hedging instruments are used.

#### Currency risk

The foreign exchange risk is the risk that the company may have significant loss as a result of fluctuating foreign exchange rates. Currency risk increases with the increase of the number of stores of Skano due to the use of local currencies in the market. Subsidiaries assets and liabilities outside Estionia are subject to currency risk. AS Viisnurk's foreign currency risk from other operations is low because most export-import contracts are nominated in euros.

#### Risk of the Economic Environment

The risk of the economic environment for the Building Materials Division depends on general developments in the construction market; the risk for Furniture Division depends on the expectations of the customers towards economic welfare in future. According recent process of world economy the risk of economic environment has increased significantly.

#### Fair value

The management estimates, that the fair values of cash, accounts payable, short-term loans and borrowings do not materially differ from their carrying amounts. The fair values of long-term loans do not materially differ from their carrying amounts because their interest rates correspond to the interest rate risks prevailing on the market.

## **Group structure**

Shares in subsidiaries

|                     | OÜ Skano | OÜ Visu | OÜ Isotex | SIA Skano | UAB<br>Skano LT | TOV Skano<br>Ukraina |
|---------------------|----------|---------|-----------|-----------|-----------------|----------------------|
| Country of location | Estonia  | Estonia | Estonia   | Latvia    | Lithuania       | Ukraine              |
| Number of shares at |          |         |           |           |                 |                      |
| 31.12.2008          | 1        | 1       | 1         | 1         | 100             | 1                    |
| Ownership at        |          |         |           |           |                 |                      |
| 31.12.2008 (%)      | 100      | 100     | 100       | 100       | 100             | 100                  |
| Number of shares at |          |         |           |           |                 |                      |
| 31.3.2009           | 1        | 1       | 1         | 1         | 100             | 1                    |
| Ownership at        |          |         |           |           |                 |                      |
| 31.3.2009 (%)       | 100      | 100     | 100       | 100       | 100             | 100                  |

OÜ Skano is engaged with the retail trade of furniture in Estonia. The company owns two furniture stores – one in Järve Keskus in Tallinn and the other on the first floor of the headquarters of AS Viisnurk in Pärnu. OÜ Skano holds 100% of the shares in enterprises SIA Skano, UAB Skano LT and TOV Skano Ukraine.

SIA Skano is engaged in the retail sale of furniture in Latvia since November 2005. UAB Skano LT started in May 2007 retail of furniture in Klaipeda, Kaunas and Vilnius. TOV Skano Ukraina purpose was to start retail of furniture in bigger cities of the Ukraine. At the end of 2008 it has stores in Kharkiv, Kiev, Donetsk and Odessa.

OÜ Visu and OÜ Isotex were established to allow former divisions to operate independently under their own trademarks and to facilitate their development. In connection with restructuring, use of the subsidiaries has been abandoned. The subsidiaries OÜ Visu and OÜ Isotex did not have any operations in the financial year 2008 and 2007.

## Declaration of the Management Board

The Management Board of AS Viisnurk is prepared consolidated unaudited Interim Report for the 1st quarter of 2009, which is presented on pages 4 to 21 have been correctly prepared, and represents and warrants that to the best of their knowledge:

- the accounting policies applied in the preparation of the consolidated financial statements comply with International Financial Reporting Standards as adopted by the European Union;
- the consolidated financial statements give a true and fair view of the financial positions of the Group and AS Viisnurk and the results of their operations and their cash flows;
- the management report presents true and fair view of significant events that took place during the accounting period and their impact to financial statements and includes the description of major risks and doubts:
- AS Viisnurk and its subsidiaries are going concerns.

| Chairman of Management board | Am   | Andres Kivistik |
|------------------------------|------|-----------------|
| Member of Management board   | Pann | Einar Pähkel    |
| Member of Management board   | 1 to | Erik Piile      |

22 May 2009

## Consolidated balance sheet

|  | <i>Th EEK</i> <b>31.3.2009</b> | <i>T₺ EEK</i> <b>31.12.2008</b> | Th EUR <b>31.3.2009</b> | Th EUR <b>31.12.2008</b> |
|--|--------------------------------|---------------------------------|-------------------------|--------------------------|
|  |                                |                                 |                         |                          |
| Cash and bank                            | 3,831                          | 6,913                           | 245                     | 442                      |
| Receivables and prepayments (Note 2)     | 26,835                         | 19,568                          | 1,715                   | 1,250                    |
| Inventories (Note 3)                     | 57,896                         | 68,096                          | 3,701                   | 4,351                    |
| Total current assets                     | 88,562                         | 94,577                          | 5,661                   | 6,043                    |
| Investment property (Note 4)             | 2,893                          | 2,893                           | 185                     | 185                      |
| Tangible fixed assets (Note 5)           | 64,431                         | 66,333                          | 4,118                   | 4,239                    |
| Intangible fixed assets (Note 6)         | 19                             | 21                              | 1                       | 1                        |
| Total fixed assets                       | 67,343                         | 69,247                          | 4,304                   | 4,425                    |
| TOTAL ASSETS                             | <u>155,905</u>                 | <u>163,824</u>                  | <u>9,965</u>            | 10,468                   |
| Debt obligations (Note 7)                | 15,654                         | 17,722                          | 1,001                   | 1,132                    |
| Payables and prepayments (Note 8)        | 38,620                         | 43,646                          | 2,468                   | 2,790                    |
| Short-term provisions (Note 9)           | 86                             | 115                             | 2,400                   | 2,770<br>7               |
| Total current liabilities                | <b>54,360</b>                  | 61,483                          | 3,475                   | 3,929                    |
| Non-current debt obligations (Note 7)    | 27,720                         | 27,720                          | 1,772                   | 1,772                    |
| Non-current provisions (Note 9)          | 3,421                          | 3,421                           | 219                     | 219                      |
| Total non-current liabilities            | 31,141                         | 31,141                          | 1,991                   | 1,991                    |
| Total liabilities                        | 85,501                         | 92,624                          | 5,466                   | 5,920                    |
| Share capital at nominal value (Note 10) | 44,991                         | 44,991                          | 2,875                   | 2,875                    |
| Issue premium                            | 5,698                          | 5,698                           | 364                     | 364                      |
| Statutory capital reserve                | 4,499                          | 4,499                           | 288                     | 288                      |
| Currency translation reserve             | 130                            | 253                             | 8                       | 14                       |
| Retained profits                         | 15,759                         | 9,717                           | 1,007                   | 621                      |
| Net profit for the year (Note 11; 12)    | (673)                          | 6,042                           | (43)                    | 386                      |
| Total equity                             | 70,404                         | 71,200                          | 4,499                   | 4,548                    |
| TOTAL LIABILITIES AND EQUITY             | <u>155,905</u>                 | <u>163,824</u>                  | <u>9,965</u>            | <u>10,468</u>            |

## Consolidated income statement

|   | Th EEK  1st quarter  2009 | Th EEK  1st quarter 2008  (adjusted) | Th EUR  1st quarter 2009 | Th EUR  1st quarter  2008  (adjusted) |
|---|---------------------------|--------------------------------------|--------------------------|---------------------------------------|
| RETURN ON SALES (Note 12)   | 53,086                    | 73,867                               | 3,393                    | 4,721                                 |
| Cost of production sold   | (42,728)                  | (56,184)                             | (2,731)                  | (3,591)                               |
| Gross profit  | 10,358                    | 17,683                               | 662                      | 1,130                                 |
| Marketing expenses  | (8,878)                   | (9,922)                              | (567)                    | (634)                                 |
| General administrative expenses (Note 12)   | (1,516)                   | (1,585)                              | (97)                     | (101)                                 |
| Other income  | 1,058                     | 179                                  | 67                       | 11                                    |
| Other expenses  | (756)                     | (435)                                | (48)                     | (28)                                  |
| Operating profit (Note 12)  | 266                       | 5,920                                | 17                       | 378                                   |
| Financial income and financial expenses (Note 12)   | (939)                     | (787)                                | (60)                     | (50)                                  |
| Profit before taxes (Note 12)   | (673)                     | 5,133                                | (43)                     | 328                                   |
| Prepaid income tax (Note 10; 12)  | 0                         | 0                                    | 0                        | 0                                     |
| NET PROFIT FOR THE PERIOD (Note 11; 12) Basic earnings per share (Note 11) Diluted earnings per share (Note 11) | (673)<br>(0.15)<br>(0.15) | 5,133<br>1.14<br>1.14                | (43)<br>(0.01)<br>(0.01) | 328<br>0.07<br>0.07                   |

## Consolidated cash flow statement

|   | Th EEK  1st quarter  2009 | Th EEK  1st quarter  2008 | <i>Th EUR</i><br>1 <sup>st</sup> quarter<br>2009 | Th EUR  1st quarter  2008 |
|---|---------------------------|---------------------------|--|---------------------------|
|   | 2009                      | 2008                      | 2009   | 2000                      |
| Cash flow from operations                     |                           |                           |  |                           |
| Net profit before taxes (Note 11; 12)         | (673)                     | <i>5,133</i>              | (43)   | 328                       |
| Adjustments for:                              | • •                       |                           | , ,  |                           |
| Depreciation of fixed assets (Note 5; 6)      | 1,960                     | 2,264                     | 125  | 145                       |
| Loss on disposals of fixed assets (Note       | ,                         | ,                         |  |                           |
| 5)  | 13                        | 0                         | 0  | 0                         |
| Interest expense (Note 12)                    | 832                       | 763                       | 53   | 49                        |
| Operating profit before changes in            |                           |                           |  |                           |
| operating capital                             | 2,132                     | 8,160                     | 135  | 522                       |
| Change in operations-related receivables      |                           |                           |  |                           |
| and prepayments                               | (7,267)                   | (11,194)                  | (464)  | (716)                     |
| Change in inventories (Note 3)                | 10,200                    | (7,371)                   | 652  | (471)                     |
| Change in operations-related liabilities and  |                           | ,                         |  | ` ,                       |
| prepayments                                   | (5,055)                   | 12,277                    | (323)  | 785                       |
| Cash generated from operations                | 10                        | 1,872                     | 0  | 120                       |
| Interest paid                                 | (832)                     | (763)                     | (53)   | (49)                      |
| Total cash flow from operations               | (822)                     | 1,109                     | (53)   | 71                        |
| Cash flow from investments                    |                           |                           |  |                           |
| Acquisition of fixed assets (Note 5; 6)       | (70)                      | (1,126)                   | (4)  | (72)                      |
| Total cash flow from investments              | (70)                      | (1,126)                   | (4)  | (72)                      |
| Cash flow from financing activities           |                           |                           |  |                           |
| Raise a loan (Note 7)                         | 159                       | 0                         | 10   | 0                         |
| Repayment of loans (Note 7)                   | (2,147)                   | (2,147)                   | (137)  | (137)                     |
| Settlement of finance lease liabilities (Note |                           |                           |  |                           |
| 7)  | (79)                      | (117)                     | (5)  | (8)                       |
| Total cash flow from financing                |                           |                           |  |                           |
| activities                                    | (2,067)                   | (2,264)                   | (132)  | (145)                     |
| TOTAL CASH FLOW                               | (2,959)                   | (2,281)                   | (189)  | (146)                     |
| Currency translation differences              | (123)                     | 48                        | (8)  | 3                         |
| CASH AT BEGINNING OF PERIOD                   | 6,913                     | 6,006                     | 442  | 384                       |
| CASH AT END OF PERIOD                         | 3,831                     | 3,773                     | 245  | 241                       |

## Consolidated statement of changes in equity

| ТЪ ЕЕК   | Share<br>capital  | Share<br>premium | Statutory<br>capital<br>reserve | Currency<br>translation<br>reserve | Retained earnings   | Total               |
|--|-------------------|------------------|---------------------------------|------------------------------------|---------------------|---------------------|
| Balance at 31.12.2007  | 44,991            | 5,698            | 4,499                           | 39                                 | 16,016              | 71,243              |
| Currency translation   |                   |                  |                                 |                                    |                     |                     |
| differences  | 0                 | 0                | 0                               | 88                                 | 0                   | 88                  |
| Adjusted profit for 3  | _                 |                  |                                 |                                    |                     |                     |
| months 2008  | 0                 | 0                | 0                               | 0                                  | 5,133               | 5,133               |
| Balance at 31.03.2008  | 44,991            | 5,698            | 4,499                           | 127                                | 21,149              | 76,464              |
| Balance at 31.12.2008  | 44,991            | 5,698            | 4,499                           | 253                                | 15,759              | 71,200              |
| Currency translation   |                   |                  |                                 |                                    |                     |                     |
| differences  | 0                 | 0                | 0                               | (123)                              | 0                   | (123)               |
| Profit for 3 months 2009   | 0                 | 0                | 0                               | 0                                  | (673)               | (673)               |
| Balance at 31.03.2009  | 44,991            | 5,698            | 4,499                           | 130                                | 15,086              | 70,404              |
|  |                   |                  | _                               | _                                  |                     |                     |
| Th EUR   | <b></b>           | 21               | Statutory                       | Currency                           |                     |                     |
|  | Share             | Share            | capital                         | translation                        | Retained .          | <b>m</b> 1          |
|  | capital           | premium          | reserve                         | reserve                            | earnings            | Total               |
| Balance at 31.12.2007  | 2,875             | 364              | 288                             | 3                                  | 1,024               | 4,554               |
| Currency translation   | ·                 |                  |                                 |                                    | •                   | ·                   |
| differences  | 0                 | 0                | 0                               | 5                                  | 0                   | 5                   |
| Adjusted profit for 3  |                   |                  |                                 |                                    |                     |                     |
| 1 2000   |                   |                  |                                 |                                    |                     |                     |
| months 2008  | 0                 | 0                | 0                               | 0                                  | 328                 | 328                 |
| Balance at 31.03.2008  | 0<br><b>2,875</b> | 0<br><b>364</b>  | 0<br><b>288</b>                 | 0<br><b>8</b>                      | 328<br><b>1,352</b> | 328<br><b>4,887</b> |
|  | ~                 | ~                | ~                               |                                    |                     |                     |
| Balance at 31.03.2008  | 2,875             | 364              | 288                             | 8                                  | 1,352               | 4,887               |
| Balance at 31.03.2008  Balance at 31.12.2008                       | 2,875             | 364              | 288                             | 8                                  | 1,352               | 4,887               |
| Balance at 31.03.2008  Balance at 31.12.2008  Currency translation | 2,875<br>2,875    | 364<br>364       | 288<br>288                      | 8<br>14                            | 1,352<br>1,007      | 4,887<br>4,548      |

## Notes to the consolidated interim report

### **Accounting Policies And Measurement Bases**

The consolidated financial statements prepared for the period ended 31 March 2009 include the financial information of the Company and its subsidiaries (together referred to as the Group): OÜ Skano, OÜ Visu, OÜ Isotex and OÜ Skano's wholly-owned subsidiaries SIA Skano, UAB Skano LT and TOV Skano Ukraina. The Group manufactures and distributes furniture and softboard made of wood.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. The same accounting policies were applied for both the Interim Report and the Annual Report for the financial year that ended on 31.12.2008.

According to the assessment of the Management Board, AS Viisnurk is a going concern and the Interim Report for the 1st quarter of 2009 gives a true and fair view of the financial position of AS Viisnurk and the results of its operations. The present Interim Report has not been audited.

The Interim Report has been presented in thousands of Estonian kroons and in thousands of euros. The exchange rate between croons and euros is 15.6466.

#### Note 1 Correction of prior period

The cost of production sold and the general administrative expenses entries representations in the income statement have been changed and in relative to this the comparable indicators of previous period have been corrected:

|                                 | $Th \ EEK$ | $Th \ EEK$ | ThEUR      | Th EUR     |
|---------------------------------|------------|------------|------------|------------|
|                                 | 31.03.2008 | 31.03.2008 | 31.03.2008 | 31.03.2008 |
|                                 | adjusted   |            | adjusted   |            |
|                                 | ,          |            | ·          |            |
| Cost of production sold         | (56,184)   | (56,590)   | (3,591)    | (3,617)    |
| General administrative expenses | (1,585)    | (1.179)    | (101)      | (75)       |
|                                 | (1,363)    | (1,179)    | (101)      | (73)       |

#### Note 2 Receivables and prepayments

|                      | Th EEK     | Th EEK     | Th EUR     | Th EUR     |
|----------------------|------------|------------|------------|------------|
|                      | 31.03.2009 | 31.12.2008 | 31.03.2009 | 31.12.2008 |
| Customer receivables | 22,197     | 13,867     | 1,419      | 886        |
| Prepaid VAT          | 1,935      | 2,845      | 124        | 182        |
| Other receivables    | 339        | 399        | 21         | 25         |
| Prepaid services     | 2,364      | 2,457      | 151        | 157        |
| TOTAL                | 26,835     | 19,568     | 1,715      | 1,250      |

#### Note 3 Inventories

|                                   | Th EEK     | Th EEK     | Th EUR     | Th EUR     |
|-----------------------------------|------------|------------|------------|------------|
|                                   | 31.03.2009 | 31.12.2008 | 31.03.2009 | 31.12.2008 |
| Raw materials and other materials | 10,645     | 13,150     | 680        | 840        |
| Work-in-progress: production      | 9,881      | 12,650     | 632        | 808        |
| Work-in-progress: real estate     |            |            |            |            |
| development                       | 3,335      | 3,335      | 213        | 213        |
| Finished goods                    | 28,379     | 32,975     | 1,814      | 2,107      |
| Goods purchased for resale        | 5,568      | 5,943      | 356        | 380        |
| Prepayments to suppliers          | 88         | 43         | 6          | 3          |
| TOTAL                             | 57,896     | 68,096     | 3,701      | 4,351      |

### Work-in-progress: real estate development

At 31 March 2009, work-in-progress: real estate development comprised the old Sports goods division real property (buildings and land ca 20 000 m²) located at Rääma street 31, what is covered whit development contract.

Work-in-progress: real estate development was stated at the lower of cost and fair value less costs to sell. Work-in-progress: real estate development was stated at the costs 3,335 thousand kroons/213 thousand euros (31.03.2008: 3,289 thousand kroons/210 thousand euros).

Note 4 Investment property

|  | Th EEK  | Th EUR |
|--|---------|--------|
| Cost at 31.12.2007                     | 7,341   | 469    |
| Accumulated depreciation at 31.12.2007 | (4,448) | (284)  |
| Net book amount at 31.12.2007          | 2,893   | 185    |
|  |         |        |
| Cost at 31.03.2008                     | 7,341   | 469    |
| Accumulated depreciation at 31.03.2008 | (4,448) | (284)  |
| Net book amount at 31.03.2008          | 2,893   | 185    |
|  |         |        |
| Cost at 31.12.2008                     | 7,341   | 469    |
| Accumulated depreciation at 31.12.2008 | (4,448) | (284)  |
| Net book amount at 31.12.2008          | 2,893   | 185    |
|  |         |        |
| Cost at 31.03.2009                     | 7,341   | 469    |
| Accumulated depreciation at 31.03.2009 | (4,448) | (284)  |
| Net book amount at 31.03.2009          | 2,893   | 185    |

Costs of maintenance for three months of 2009 were 46 thousand kroons/3 thousand euros and 40 thousand kroons/3 thousand euros in the same period of 2008.

Depreciation of investment property has been ceased because the estimated residual values of the investment properties exceed their carrying amounts.

Note 5 Tangible Fixed Assets

|                                | Th EEK     | Th EEK     | Th EUR     | Th EUR     |
|--------------------------------|------------|------------|------------|------------|
|                                | 31.03.2009 | 31.12.2008 | 31.03.2009 | 31.12.2008 |
| Land                           | 1,238      | 1,238      | 79         | 79         |
| Buildings and constructions    | 41,223     | 41,884     | 2,635      | 2,677      |
| Machinery, plant and equipment | 18,884     | 20,033     | 1,207      | 1,280      |
| Other equipment and fixtures   | 1,403      | 1,564      | 90         | 100        |
| Construction in progress       | 1,683      | 1,614      | 107        | 103        |
| TOTAL                          | 64,431     | 66,333     | 4,118      | 4,239      |

|  | Th EEK    | Th EUR  |
|--|-----------|---------|
| Cost at 31.12.2007                     | 171,963   | 10,990  |
| Accumulated depreciation at 31.12.2007 | (108,236) | (6,917) |
| Net book amount at 31.12.2007          | 63,727    | 4,073   |
|  |           |         |
| Acquired in 3 months of 2008           | 1,142     | 73      |
| Depreciation in 3 months of 2008       | (2,189)   | (140)   |
|  |           |         |
| Cost at 31.03.2008                     | 173,105   | 11,063  |
| Accumulated depreciation at 31.03.2008 | (110,425) | (7,057) |
| Net book amount at 31.03.2008          | 62,680    | 4,006   |
|  |           |         |
| Cost at 31.12.2008                     | 179,462   | 11,469  |
| Accumulated depreciation at 31.12.2008 | (113,129) | (7,230) |

| Net book amount at 31.12.2008          | 66,333    | 4,239   |
|--|-----------|---------|
|  |           |         |
| Acquired in 3 months of 2009           | 64        | 4       |
| Disposals in 3 months of 2009          | (35)      | (2)     |
| Depreciation in 3 months of 2009       | (1,935)   | (123)   |
| Currency translation                   | 4         | 0       |
| Cost at 31.03.2009                     | 179,495   | 11,471  |
| Accumulated depreciation at 31.03.2009 | (115,064) | (7,353) |
| Net book amount at 31.03.2009          | 64,431    | 4,118   |

## Note 6 Intangible Fixed Assets

|  | Th EEK  | Th EUR |
|--|---------|--------|
| Cost at 31.12.2007                     | 5,193   | 332    |
| Accumulated depreciation at 31.12.2007 | (4,973) | (318)  |
| Net book amount at 31.12.2007          | 220     | 14     |
|  |         |        |
| Depreciation in 3 months of 2008       | (92)    | (6)    |
|  |         |        |
| Cost at 31.03.2008                     | 5,193   | 332    |
| Accumulated depreciation at 31.03.2008 | (4,973) | (318)  |
| Net book amount at 31.03.2008          | 128     | 8      |
|  |         |        |
| Cost at 31.12.2008                     | 5,193   | 332    |
| Accumulated depreciation at 31.12.2008 | (5,172) | (331)  |
| Net book amount at 31.12.2008          | 21      | 1      |
|  |         |        |
| Depreciation in 3 months of 2009       | (2)     | (0)    |
|  |         |        |
| Cost at 31.03.2009                     | 5,193   | 332    |
| Accumulated depreciation at 31.03.2009 | (5,174) | (331)  |
| Net book amount at 31.03.2009          | 19      | 1      |

Intangible assets include computer software not directly linked to the hardware and the customer base acquired in the takeover of the activities of the Swiss company Skano AG in 2004.

## Note 7 Debt Obligations

|                              | Th EEK     | Th EEK     | Th EUR     | Th EUR     |
|------------------------------|------------|------------|------------|------------|
|                              | 31.03.2009 | 31.12.2008 | 31.03.2009 | 31.12.2008 |
| Current liabilities          | 15,654     | 17,722     | 1,001      | 1,132      |
| incl non-convertible debt    | 243        | 321        | 16         | 21         |
| Non-current debt obligations | 27,720     | 27,720     | 1,772      | 1,772      |
| incl non-convertible debt    | 945        | 945        | 60         | 60         |
| TOTAL                        | 43,274     | 45,442     | 2,773      | 2,904      |

## Note 8 Payables and prepayments

|                             | Th EEK     | Th EEK     | Th EUR     | Th EUR     |
|-----------------------------|------------|------------|------------|------------|
|                             | 31.03.2009 | 31.12.2008 | 31.03.2009 | 31.12.2008 |
| Supplier payables (Note 13) | 22,005     | 26,488     | 1,406      | 1,693      |
| Payables to employees       | 6,166      | 5,644      | 394        | 361        |
| Taxes payables              | 3,164      | 4,174      | 202        | 267        |
| Other payables              | 5,551      | 2,817      | 355        | 180        |
| Customer prepayments        | 1,734      | 4,523      | 111        | 289        |

| TOTAL | 38,620 | 43,646 | 2,468 | 2,790 |
|-------|--------|--------|-------|-------|
|-------|--------|--------|-------|-------|

### **Note 9 Provisions**

| Transport of the Control of the Cont |        |        |
|--|--------|--------|
|  | th EEK | th EUR |
| Balance at 31.12.2007  | 3,200  | 204    |
| Incl current portion   | 264    | 17     |
| non-current portion  | 2,936  | 187    |
|  |        |        |
| Used during the 3 months 2008  | (72)   | (5)    |
| Interest cost 3 months 2008  | (51)   | (3)    |
|  |        |        |
| Balance at 31.03.2008  | 3,128  | 199    |
| Incl current portion   | 192    | 12     |
| non-current portion  | 2,936  | 187    |
|  |        |        |
| Balance at 31.12.2008  | 3,536  | 226    |
| Incl current portion   | 115    | 7      |
| non-current portion  | 3,421  | 219    |
| Head during the 2 months 2000  | (20)   | (1)    |
| Used during the 3 months 2009  | (29)   | (1)    |
| Interest cost 3 months 2009  | (69)   | (4)    |
| Balance at 31.03.2009  | 3,507  | 225    |
| Incl current portion   | 86     | 6      |
| non-current portion  | 3,421  | 219    |

Provisions relate to the compensations for loss of working capacity of former employees after work accidents. The total amount of the provision has been estimated considering the number of persons receiving the compensation, extent of their disability, their former level of salary, level of pension payments, and estimations of the remaining period of payments.

### Note 10 Share Capital

|                    | Number of shares | Share capital | Share capital |
|--------------------|------------------|---------------|---------------|
|                    | pcs              | th EEK        | th EUR        |
| Balance 31.03.2009 | 4,499,061        | 44,991        | 2,875         |
| Balance 31.12.2008 | 4,499,061        | 44,991        | 2,875         |

The share capital of AS Viisnurk totaled 44,990,610 kroons/2,875,424 euros that were made up of 4,499,061 shares with the nominal value of 10 kroons/0.64 euros each; the maximum share capital outlined in the Articles of Association is 177,480,800 kroons/11,343,090 euros. Each ordinary share grants its owner one vote in the General Meeting of Shareholders and the right to receive dividends.

### Note 11 Earnings per share

|                                  | EEK        | EEK        | EUR        | EUR        |
|----------------------------------|------------|------------|------------|------------|
|                                  | 31.03.2009 | 31.03.2008 | 31.03.2009 | 31.03.2008 |
| Basic earnings per share         | (0.15)     | 1.14       | (0.01)     | 0.07       |
| Diluted earnings per share       | (0.15)     | 1.14       | (0.01)     | 0.07       |
| Book value of share              | 15.65      | 17.00      | 1.00       | 1.09       |
| Price/earnings ratio (P/E)       | -          | 25.39      | -          | 25.39      |
| Closing price of the share of AS |            |            |            |            |
| Viisnurk on Tallinn Stock        |            |            |            |            |
| Exchange at 31.03                | 10.48      | 28.95      | 0.67       | 1.85       |

Basic earnings per share have been calculated by dividing the net profit for the reporting period with the number of shares:

Basic earnings per share for 3 months of 2009 = (672,676) /4,499,061 = (0.15) kroons/(0.01) euros Basic earnings per share for 3 months of 2008 = 5,133,258 / 4,499,061 = 1.14 kroons/0.07 euros

Diluted earnings per share equal the basic earnings per share because the Group does not have any potential ordinary shares with a dilutive effect on the earnings per share.

Price/earnings ratio (P/E) for 3 months of 2009 - Price/earnings ratio (P/E) for 3 months of 2008 = 28.95 / 1.14 = 25.39

### Note 12 Segments

Segment reporting includes reporting by business segments. The results of business segments are derived from management accounting. Inter-segmental sales are recognized at market process. Business segments by the types of product/service are considered as the primary segment of the Group (sheet 20,21).

#### Management has identified the fallowing business segments:

The Furniture Factory (FF) is engaged in the production of household furniture. The Furniture Factory includes the furniture factory of AS Viisnurk.

The Skano (SK) is engaged with the retail sale of furniture and includes OÜ Skano, SIA Skano, UAB Skano LT and TOV Skano Ukraina.

The Building Materials Division (BMD) produces softboard and interior finishing boards. The Building Materials Division includes the softboard factory of AS Viisnurk.

The secondary segment of the Group is defined according to the geographical location of customers (sheet 21,22).

#### Business segment by the types of product/service - primary segment:

| th EEK                | Furniture Factory |                 | Skai    | Skano           |                 | Material<br>sion | TOTAL OF<br>SEGMENTS |             |
|-----------------------|-------------------|-----------------|---------|-----------------|-----------------|------------------|----------------------|-------------|
|                       | 1st               | 1 <sup>st</sup> | 1st     | 1 <sup>st</sup> | 1 <sup>st</sup> | 1 <sup>st</sup>  | 1st quarter          | 1st quarter |
|                       | quarter           | quarter         | quarter | quarter         | quarter         | quarter          | 2009                 | 2008        |
|                       | 2009              | 2008            | 2009    | 2008            | 2009            | 2008             |                      |             |
| Revenues from         |                   |                 |         |                 |                 |                  |                      |             |
| external customers    |                   |                 |         |                 |                 |                  |                      |             |
|                       | 23,765            | 30,396          | 8,934   | 9,686           | 20,387          | 33,785           | 53,086               | 73,867      |
| Revenues from         |                   |                 |         |                 |                 |                  |                      |             |
| other segments        | 3,833             | 5,693           | 0       | 0               | 0               | 0                | 3,833                | 5,693       |
| Segment profit or     |                   |                 |         |                 |                 |                  |                      |             |
| loss                  | 1,616             | 1,834           | (778)   | (164)           | (248)           | 4,262            | 590                  | 5,932       |
| Elimination           |                   |                 |         |                 |                 |                  | (325)                | (11)        |
| Concern profit or     |                   |                 |         |                 |                 |                  | Ţ                    | , ,         |
| loss before financial |                   |                 |         |                 |                 |                  |                      |             |
| expenses              |                   |                 |         |                 |                 |                  | 265                  | 5,921       |
| Net financial         |                   |                 |         |                 |                 |                  |                      |             |
| expenses              |                   |                 |         |                 |                 |                  | (938)                | (788)       |
| Consern profit or     |                   |                 |         |                 |                 |                  | , ,                  | Ţ           |
| loss                  |                   |                 |         |                 |                 |                  | (673)                | 5,133       |
| Segment assets*       | 93,240            | 94,152          | 16,246  | 14,505          | 75,287          | 91,381           | 184,773              | 200,038     |

<sup>\*</sup> In segment assets also receivables to other segments and share of subsidiaries are being reflected.

| th EUR | Furniture Factory |     | Skano           |                 | Building Material Division |                 | TOTAL OF<br>SEGMENTS |             |
|--------|-------------------|-----|-----------------|-----------------|----------------------------|-----------------|----------------------|-------------|
|        | 1 <sup>st</sup>   | 1st | 1 <sup>st</sup> | 1 <sup>st</sup> | 1 <sup>st</sup>            | 1 <sup>st</sup> | 1st quarter          | 1st quarter |

|                       | quarter<br>2009 | quarter<br>2008 | quarter<br>2009 | quarter<br>2008 | quarter<br>2009 | quarter<br>2008 | 2009   | 2008   |
|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------|--------|
| Revenues from         |                 |                 |                 |                 |                 |                 |        |        |
| external customers    |                 |                 |                 |                 |                 |                 |        |        |
|                       | 1,519           | 1,943           | 571             | 619             | 1,303           | 2,159           | 3,393  | 4,721  |
| Revenues from         |                 |                 |                 |                 |                 |                 |        |        |
| other segments        | 245             | 364             | 0               | 0               | 0               | 0               | 245    | 364    |
| Segment profit or     |                 |                 |                 |                 |                 |                 |        |        |
| loss                  | 103             | 117             | (50)            | (10)            | (16)            | 272             | 37     | 379    |
| Elimination           |                 |                 |                 |                 |                 |                 | (20)   | (1)    |
| Concern profit or     |                 |                 |                 |                 |                 |                 |        |        |
| loss before financial |                 |                 |                 |                 |                 |                 |        |        |
| expenses              |                 |                 |                 |                 |                 |                 | 17     | 378    |
| Net financial         |                 |                 |                 |                 |                 |                 |        |        |
| expenses              |                 |                 |                 |                 |                 |                 | (60)   | (50)   |
| Consern profit or     |                 |                 |                 |                 |                 |                 |        |        |
| loss                  |                 |                 |                 |                 |                 |                 | (43)   | 328    |
| Segment assets*       | 5,959           | 6,017           | 1,038           | 927             | 4,812           | 5,840           | 11,809 | 12,784 |

<sup>\*</sup> In segment assets also receivables to other segments and share of subsidiaries are being reflected.

## Business segment by the geographical location of customers – secondary segment:

| th EEK          |        | 1st quarte | r 2009 |        |        | 1st quarte | r 2008 |        |
|-----------------|--------|------------|--------|--------|--------|------------|--------|--------|
| WEEK            | FF     | SK         | BMD    | TOTAL  | FF     | SK         | BMD    | TOTAL  |
| Finland         | 10,328 | 0          | 11,376 | 21,704 | 13,653 | 0          | 21,782 | 35,435 |
| Russia          | 11,691 | 0          | 823    | 12,514 | 14,637 | 0          | 1,324  | 15,961 |
| Estonia         | 306    | 2,200      | 5,365  | 7,871  | 482    | 4,511      | 7,820  | 12,813 |
| Ukraine         | 0      | 2,894      | 0      | 2,894  | 0      | 323        | 708    | 1,031  |
| Latvia          | 0      | 1,730      | 638    | 2,368  | 0      | 2,319      | 793    | 3,112  |
| Lithuania       | 0      | 2,110      | 108    | 2,218  | 0      | 2,533      | 105    | 2,638  |
| Portugal        | 0      | 0          | 1,245  | 1,245  | 0      | 0          | 0      | 0      |
| Germany         | 620    | 0          | 123    | 743    | 966    | 0          | 236    | 1,202  |
| Kazakhstan      | 629    | 0          | 0      | 629    | 527    | 0          | 0      | 527    |
| Sweden          | 0      | 0          | 559    | 559    | 0      | 0          | 1,017  | 1,017  |
| Belarusian      | 119    | 0          | 0      | 119    | 0      | 0          | 0      | 0      |
| Other countries | 72     | 0          | 150    | 222    | 131    | 0          | 0      | 131    |
| TOTAL           | 23,765 | 8,934      | 20,387 | 53,086 | 30,396 | 9,686      | 33,785 | 73,867 |

| th EUR          | 1st quarter 2009 |     |       |       | 1st quarter 2008 |     |       |       |
|-----------------|------------------|-----|-------|-------|------------------|-----|-------|-------|
|                 | FF               | SK  | BMD   | TOTAL | FF               | SK  | BMD   | TOTAL |
| Finland         | 660              | 0   | 727   | 1,387 | 873              | 0   | 1,392 | 2,265 |
| Russia          | 747              | 0   | 52    | 799   | 935              | 0   | 85    | 1,020 |
| Estonia         | 19               | 141 | 343   | 503   | 31               | 288 | 500   | 819   |
| Ukraine         | 0                | 185 | 0     | 185   | 0                | 21  | 45    | 66    |
| Latvia          | 0                | 110 | 41    | 151   | 0                | 148 | 51    | 199   |
| Lithuania       | 0                | 135 | 7     | 142   | 0                | 162 | 6     | 168   |
| Portugal        | 0                | 0   | 79    | 79    | 0                | 0   | 0     | 0     |
| Germany         | 40               | 0   | 8     | 48    | 62               | 0   | 15    | 77    |
| Kazakhstan      | 40               | 0   | 0     | 40    | 34               | 0   | 0     | 34    |
| Sweden          | 0                | 0   | 36    | 36    | 0                | 0   | 65    | 65    |
| Belarusian      | 8                | 0   | 0     | 8     | 0                | 0   | 0     | 0     |
| Other countries | 5                | 0   | 10    | 15    | 8                | 0   | 0     | 8     |
| TOTAL           | 2,519            | 571 | 1,303 | 3,393 | 1,943            | 619 | 2,159 | 4,721 |

### Note 13 Related party transactions

The following parties are considered to be related parties:

- Parent company OÜ Trigon Wood and owners of the parent company;
- Members of the Management, the Management Board and the Supervisory Board of AS Viisnurk Group and their close relatives;
- Entities under the control of the members of the Management Board and Supervisory Board;
- Individuals with significant ownership unless these individuals lack the opportunity to exert significant influence over the business decisions of the Group.

The ultimate controlling party of the Group is TDI Investments KY, registered in the Republic of Finland and belonging to Scandinavian investors.

The remuneration paid to the members of the Management and Supervisory Board including taxes:

|                             | Th EEK                          | Th EEK                          | Th EUR                          | Th EUR                          |
|-----------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
|                             | 1 <sup>st</sup> quarter<br>2009 | 1 <sup>st</sup> quarter<br>2008 | 1 <sup>st</sup> quarter<br>2009 | 1 <sup>st</sup> quarter<br>2008 |
| Board member and other      |                                 |                                 |                                 |                                 |
| remuneration                | 570                             | 485                             | 36                              | 31                              |
| Social tax and unemployment |                                 |                                 |                                 |                                 |
| insurance premiums          | 188                             | 160                             | 12                              | 10                              |
| TOTAL                       | 758                             | 645                             | 48                              | 41                              |

As at 31.03.2009, pursuant to the contracts entered into, the members of the Management Board will receive severance pay amounting to 2-month remuneration.

In the 1st quarter of 2009, there were no transactions between the related parties.