AB Vilkyškių pieninė Group

The rezults of 3 months of 2011



About the Company

- AB Vilkyškių pieninė was established in 1993
- As at 31 March 2011 the Group had 793 employees
- Core business of AB Vilkyskių pieninė Group is production of dairy products.
- Securities issued by the Company have been included into the Current Trade List of Vilnius Stock Exchange. The shares are listed in the Official List of Vilnius Stock Exchange.
- Standards: ISO 9001:2000 and ISO 22000:2000.

Group of Companies

Parent company VILKYŠKIŲ PIENINĖ AB

Produce cheese, cream, whey

The subsidiary 99%

KELMĖS PIENINĖ AB

Fresh dairy products

The subsidiary 99,7%

MODEST AB

Milted, smoked, mold, Mozzarella cheese

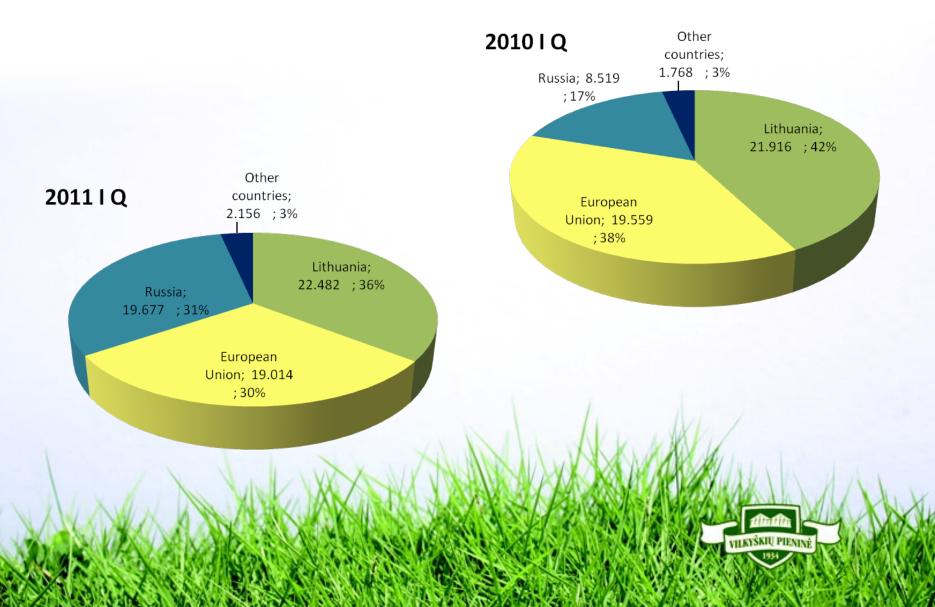


Significant events in 2011 IQ

- Three products of AB Vilkyškių Pieninė received prizes at the exhibition *Prodexpo 2011* held on 7–11 February in Moscow. *Prodexpo* is the largest international specialised exhibition of food industry, drinks and raw materials in Eastern Europe. The cheese *Prussia* received the gold medal in the international competition *The best product 2011* while cheeses *Legend* and *Žalgiris* received prizes in the competition *The choice of Russia's trade chains 2011*.
- AB Modest received Export Licence to Russia;
- Production of choc-iced sweet cheese with poppyseeds and prunes has been introduced.



Specification of markets per revenue



Financial indicators for the last I Q (in LTL thousand)





Main financial indicators

| (Thous and sLTL) | January - March 2011 | January - March 2010 | Change | 2010 | 2009 | Change |
|-------------------------------|-------------------------|-------------------------|-----------|---------|---------|--------|
| Revenue | 63.329 | 51.762 | 22% | 244.273 | 159.318 | 53% |
| EBITDA | 3.494 | -461 | 8 times | 20.211 | 18.049 | 12% |
| EBITDA margin | 5,5% | -0,9% | | 8,3% | 11,3% | |
| Amortisation and depreciation | 1.547 | 1.507 | 2,6% | 6.645 | 6.731 | -1,3% |
| Net profit | 1.517 | -2.228 | 1,7 times | 11.872 | 7.972 | 49% |
| Profit margin | 2,4% | -4,3% | | 4,9% | 5,0% | |
| Quantity of purchased milk | 0,13 | -0,19 | 1,7 times | 0,99 | 0,56 | 77% |
| Investments | 38.937 | 35.994 | 8% | 181.643 | 151.150 | 20% |
| Net financial debt | 42.471 | 54.234 | -22% | 40.700 | 55.256 | -26% |



- Revenue in the first quarter of 2011, compared with the same period of the last year, increased by over 22 percent, profit increased by 1,7 times.
- Revenue and profit have increased due to full exhaustion of production capacities during the winter season in the parent company Vilkyskiu pienine AB as well due to increased sales prices of exported production.



Contacts

Gintaras Bertašius General Director Tel. +370 441 55330 E-mail: gintaras@cheese.lt Vilija Milaševičiutė Finance Director Tel. +370 441 55102 E-mail: vilija@cheese.lt

www.cheese.lt

