







Consolidated Annual Report **2011** 

# ERNST & YOUNG

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#### UAB "Ernst & Young Baltic" Subačiaus g. 7 LT-01302 Vilnius

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Juridinio asmens kodas 110878442 PVM mokėtojo kodas LT108784411 Juridinių asmenų registras Ernst & Young Baltic UAB Subačiaus St. 7 LT-01302 Vilnius Lithuania

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Code of legal entity 110878442 VAT payer code LT108784411 Register of Legal Entities

# ERNST & YOUNG

## Report on Other Legal and Regulatory Requirements

Furthermore, we have read the Consolidated Annual Report for the year ended 31 December 2011 and have not noted any material inconsistencies between the financial information included in it and the consolidated financial statements for the year ended 31 December 2011.

#### UAB ERNST & YOUNG BALTIC Audit company's licence No. 001335

## Independent auditor's report to the shareholders of AB Snaige

## **Report on Financial Statements**

We have audited the accompanying consolidated financial statements of AB Snaige and its subsidiaries (hereinafter the Group), which comprise the consolidated statement of financial position as of 31 December 2011, the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes (comprising a summary of significant accounting policies and other explanatory information).

#### Management's Responsibility for the Financial Statements

The Company's management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, as adopted by the European Union, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing as set forth by the International Federation of Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Group as of 31 December 2011, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards, as adopted by the European Union.

Audit company's licence No. 001335 Jonas Akelis Auditor's licence No. 000003

The audit was completed on 25 April 2012.

## **Confirmation of Responsible Persons**

The members of the management bodies, employers, head of administration together with the Company's consultants who are responsible for the preparation of 2011 consolidated annual report and audited financial accounts confirms that, according to their knowledge, annual consolidated financial accounts were formed according to International Financial Reporting Standards, as adopted by European Union, accurately represent the reality and correctly show Company's and total consolidated group's assets, liabilities, financial state, profit or loss, and that business development and activities' overview, Company's and consolidated groups' situation, together with description of main risks and uncertainties faced are accurately presented in the consolidated annual report.

AB "Snaigė" Managing Director Gediminas Čeika AB "Snaigė" Finance Director Neringa Menčiūnienė

Report prepared: Place the report prepared:

April 25, 2012 AB "Snaigė", Pramonės str. 6, Alytus

#### Dear all,

The year 2011 for Snaige AB was the year of significant achievements and opportunities. According to the audited consolidated data in 2011 the Company achieved 112.6 m LTL turnover and sold more than 171.4 thousand refrigerators. The biggest part (93,1%) of the turnover was from the export to more than 30 Europe and Asia countries. The biggest part of sold refrigerators was in Germany's, Ukraine's, France's, Portugal's markets.

The Company strengthen its position in Ukraine's market while started collaborating with one of the main home appliances networks in Ukraine – 'Eldorado'. After few years brake Snaige AB had renewed its export to Russia and Belorussia.

One of the main facts in 2011 was the advent of the strategical investor. Russian industrial refrigerating equipment manufacturer Polair indirectly acting through "VAIDANA" UAB has acquired 59.86% of all the shares of the Company (23 716 668 units of the shares) and got the adequate amount of votes in the General Shareholders' meeting.

The company made a lot while creating new products and improving the old ones in 2011. On June it was represented the new glass door refrigerator – "Snaige Glassy". Those refrigerators got much of attention both in Lithuania and Western Europe, and at the end of the year it got the golden medal for the Lithuania's Year Product. The company created the refrigerator RF35 with bigger freezing section and it became one of the best Snaige AB selling in a very short time.

The company attended one of the most important home appliances expositions in Europe – IFA 2011, where it had got very positive appreciations from its customers and business partners.

In the year of 2011 according to not consolidated and audited data Snaige AB ganed profit 0,908 m LTL. The Company's not consolidated and not audited EBITDA was almost the same as in 2010 – 9.4 m LTL, without any doubt it is a very positive result of the Company.

I am sure that the year 2012 will be full of good changes for Snaige AB. With a help of Polair we will keep struggling into Russia market, we will develop the segment of commercial refrigerators and keep developing the current products as well. I think that in front of us full of work, very creative and, no doubts, full of new achievements year.

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## Managing Director Review



Managing Director, Gediminas Čeika

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# 1. GENERAL INFORMATION ABOUT "SNAIGĖ"

1.1 Accounting period of the annual report-pros
The annual report-prospectus has been prepared for the
1.2 The basic data about the Company
The name of the Company – SNAIGĖ PLC (hereinafter refe Authorised capital on 31 December 2011– 39 622 395 LTI Address - Pramonės str. 6, LT-62175 Alytus Phone - (315) 56 206 Fax – (315) 56 207; (315) 56 269 E-mail - snaige@snaige.lt Internet web-page - http://www.snaige.lt Legal organisation status – legal entity, public limited Co Registered as an Public Enterprise of RL on December 1, gistrationnumber AB 92-119; enterprise register code 244 red on12 May 2011 in Alytus Department of Register of L
1.3 The type of the Company's main business ac
The main business activity of the Company is manufactu permitted by Lithuanian laws, as indicated in the register
1.4 The Company's group structure
AB "Snaig Alytus (Lithu
100 %100 %"Techprominvest"OOO "Moroz Tningrad (Russia)Moscow (Ru
<b>100</b> % OOO "Liga-servis" Moscow (Russia)

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## ospectus

ne year 2011.

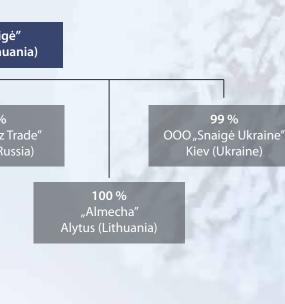
ferred to as the Company) TL

Company

1, 1992 in the Municipality Administration of Alytus; re-49664610. The latest Statute of AB "Snaige" was registef Legal Entities of the Republic of Lithuania.

## ctivities

ture of refrigerators and freezers and other activities, ered Statute.



#### 1.4.1 The Company's group subsidiaries

The Company's group consist of parent refrigerator manufacturing "Snaige" based in Alytus and the following subsidiaries:

· OOO "Techprominvest" activities: consumer goods and consuming devices manufacturing and realization, machinery maintenance and repair, consulting services, transportation services and other. The plant in Kaliningrad was registered in November 2002. Address: Bolshaja Okruzhnaja str.1-a, Kaliningrad, Russia. Since March 2009, the Company has stopped the production in the plant, since August 2009, the Company's Board has decided to close the plant.

OOO "Snaige Ukraine" activities: sales of refrigeration appliances, sales, consulting and services. The enterprise was registered in November 2002. Address: Grushevski str. 28-2a/43 Kiev, Ukraine.

000 "Moroz Trade" – trade and marketing services. The enterprise was registered in May 2004. Adress: Prospect Mira st. 52 Moscow, Russia. 2010 - 2011 years the Company does not execute activity.

OOO "Liga-servis" activities: sales of refrigeration appliances, consulting services, transportation services and other. The enterprise was registered in August 2005; Address: Prospect Mira 52 Moscow, Russia.

UAB "Almecha" activities: manufacturing of miscellaneous machinery and equipment. The enterprise was registered in November 2006. Address: Pramones str. 6 Alytus, Lithuania.

#### 1.5 Information about the Company's offices and affiliates

The Company has no offices and affiliates.

#### 1.6 Short history of the Company's activities

1963 -The Company produced the first domestic refrigerators in Lithuania. During the first year was made the first 25 refrigerators;

1968- New plant started its operations;

1975 – Over 1 million refrigerators manufactured by this year;

1983 – The Company started export to foreign countries;

1990 – The Company has come under the control of the Republic of Lithuania;

1992 - The Company has been privatised and registered as a public limited liability the Company;

1995 - The Company was retooled. Use of Freon in the manufacture of refrigerators is discontinued. All the Company's products are manufactured only from ecologically clean materials;

1997 - The Company has achieved ISO 9001 certification for implementing international quality management standards;

2000 – The Company's quality management system was successfully re-certified for ISO 9001;

2001 – The Company has achieved ISO 14001 certification for implementing an environmental management system; 2002 – The Company started to produce a refrigerator with R600a environmentally friendly refrigerant and A + energy efficiency refrigerator production. Snaige become EU project "Energy +" participant;

2003 - A + Grade energy efficiency fridge Snaige RF310 LCI won the contest "Product of the Year" Gold Medal; 2004 - The Company opened its new plant in Kaliningrad;

2006 – The Company acquired 100% of the capital of the Russian wholesale and retail Company Liga Service; "Snaige" has made its 10 millionth refrigerator;

The Company exported its products to more than 40 countries around the world;

2007 – The Company's Alytus plant started serial production of new line models "Snaige ICE LOGIC";

2007 - The Company was recognised as the most innovative Lithuanian Company;

This new line has won a national competition "Innovation Prize 2007" award. Refrigerators assess "innovative product" category;

The Company's environmental management system ISO 14001 successfully certificated; Refrigerator "Snaige ICE LOGIC" RF34SH awarded "Product of the Year" Gold medal;

During the following years Snaige sold a record number - 653 thousands refrigerators;

2008 - "Snaige ICE LOGIC" RF31SM was assessed as the "Product of the Year" and awarded a Gold medal; Snaige was awarded for "Innovation Award" in "Innovative product" category;

2009 - The loss of production and devaluation of the rubble conditioned to close the Company's factory in Kaliningrad; 2010 - The Company started of A ++ highest energy efficiency refrigerators serial production; The Company and Kazakhstan national business corporation "Saryarka" has established a joint venture. "Snaige ICE LOGIC" RF34 A++ was assessed as the "Product of the Year" and awarded a Gold medal. 2011- Snaige ICE LOGIC Glassy RF34SM ++ was awarded with a Gold medal as "Lithuanian Product of the Year". 2011 - Russian company "Polair", indirectly acting through UAB "VAIDANA" has acquired 59.86% of all the shares of the Company

#### 1.7 Mission. Vision. Values

Mission

Our Mission is to develop financially disciplined business that provides consumers with good value and quality products and our shareholders with top-tier returns on their investments.

#### Vision

To become the most reliable home appliances brand for consumers in Eastern Europe and the preferred choice for OEM supplier in Western Europe.

#### Values

Open minded Trustworthy Teamwork Flexibility

#### 1.8 List of the most important events in 2011

The Company continuing of A ++ highest energy efficiency refrigerators serial production.

Based on "Intelektas LT", The Company's project "Strengthening AB "Snaige" Competitiveness by Investing in Development of Next-Generation "3D Frost" Refrigeration Serias" in 2010 received funding of 865 161 Lt from EU Structural Funds and it was started in 2011

There was developed sales of refrigerators to Tajikistan and Uzbekistan. The sales were renewed to Belarus.

The company made a lot while creating new products and improving the old ones in 2011. On June it was represented the new glass door refrigerator - "Snaige Glassy". Those refrigerators got much of attention both in Lithuania and Western Europe.

The company created the refrigerator RF35 with bigger freezing section and it became one of the best Snaige AB selling in a very short time.

2011- Snaige ICE LOGIC Glassy RF34SM ++ was awarded with a Gold medal as "Lithuanian Product of the Year";

The company attended one of the most important home appliances expositions in Europe – IFA 2011, where it had got very positive appreciations from its customers and business partners.

2011 - Russian company "Polair", indirectly acting through UAB "VAIDANA" has acquired 59.86% of all the shares of the Company.

#### 2.1 The Company's Management bodies

2.1.1 Management bodies

Management bodies:

General Shareholder Meeting;

• The Management Board is formed of six members and elected for the period of 4 years; • Head of the Company – Manging Director.

The calling of General Shareholder Meeting, the competence of the meeting has no differences from procedures and competences indicated in the Public Company law of Republic of Lithuania. The Management Board is elected and resigned by General Shareholder Meeting according to the procedures indicated by the Public Company law.

The Management Board has a right to take decision to issue bonds. The competence of the Management Board has no other differences from competences indicated in the Public Company law. The work procedures of the Management Board are set by boards work rules of procedure. The competence of the Head of the Company, his nomination and resignation procedures are not different from ones indicated in the Public companies law.

The company has the audit committee which is the operating collegial administrative body and which was selected by shareholders in 2009. The audit committee is operating by audit committee's labor regalement. On the 14th of December, 2011 the Extraordinary General Meeting of Shareholders of the Company revoked the Board of the Company in corpore. The new audit committee will be elected during the ordinary shareholders general meeting which will be held on the 30th April, 2012.

#### 2.1.2 Legal basis of the Company's operations

AB "Snaige" uses the Company's articles of association, Public companies law of Republic of Lithuania, other legal acts issued by Republic of Lithuania and European Union as legal guidelines for operations.

#### 2.2 Corporate governance bodies

2.2.1 Information about the members of management bodies with regard to the share of the Company authorized capital

NAME	Position	The available number of shares, units The share capital, per cent		Votes, per cent	
BOARD					
Aleksey Kovalchuk	AB "Snaigė" Cha	airman of the board from 2011 12 14	-	-	-
Martynas Česnavičius	AB "Snaigė" Cha	airman of the board till 2011 12 14,	15	0,00	0,00
	member of the	board from 2011 12 15			
Robertas Beržinskas	AB "Snaigė" me	mber of the board	-	-	-
Andrei Dribny	AB "Snaigė" me	mber of the board from 2011 12 14	-	-	-
Mikhail Stukalo	AB "Snaigė" me	mber of the board from 2011 12 14	-	-	-

# 2. SNAIGE GOVERNANCE AND MANAGEMENT

Robin Peter Walker	AB "Snaigė" member of the board from 2011 12 14	-		-
Nerijus Dagilis	AB "Snaigė" member of the board till 2011 04 26	-	-	-
Kęstutis Pilipuitis	AB "Snaige" member of the Board till 2010 11 19			
Harvey Sawikin	AB "Snaigė" member of the board	-		-
	from 2011 04 26 till 2011 12 14			
Jaakko Salmelin	AB "Snaigė" member of the board	-		-
	from 2011 04 26 till 2011 12 14			
Kustaa Aima	AB "Snaigė" member of the board	-	-	-
	from 2011 04 26 till 2011 12 14			
Mindaugas Gedvilas	AB "Snaigė" member of the board till 2011 11 14	-	-	-

ADMINISTRATION (Managing Director and Chief Financier)						
Gediminas Čeika	AB "Snaigė" Managing Director	1531	0,00	0,00		
Neringa Menčiūnienė	AB "Snaigė" Finance Director	-	-	-		

on the 10th of March, 2011 the Company informed the NASDAQ OMX Vilnius Stock Exchange information system that the member of the board Nerijus Dagilis presented a report on his resignation as a member of the board from the 26th of April, 2011.

29 April, 2011 at the ordinary general shareholders meeting, Kustaa Aima, Jaakko Salmelin ir Harvey Sawikin were elected to the board members until the end of the term of office of the Board.

On December 14th, 2011 the Extraordinary General Meeting of Shareholders revoke the Board of the Company in corpore and elect Robin Peter Walker, Andrey Dribny, Aleksey Kovalchuk, Mikhail Stukalo, Martynas Česnavičius and Robertas Beržinskas as the members of the Board for its new term of office.

Aleksey Kovalchuk had been elected to the position of the Chairman of the Board of Snaige AB during the Board meeting which was held on the 14th of December, 2011.

2.2.2 Information on the management bodies involvement of other companies, institutions and organizations Participating in other companies activities and interests (1 March, 2010):

Name	Name of organisation, position	Share of the capital and votes available in other companies, in percentage
Martynas Česnavičius	UAB "LNK" member of the Board	-
martynas cesnavieras	UAB "Profinance"	50,00
	UAB "Malsena-Plius" Chairman of the Board	-
	UAB "Litagra" member of the Board	-
	AB "Sanitas" member of the Board	-
	UAB "Atradimų studija" member of the Board	31,00
	AB "Kauno Pieno Centras" member of the Board	-
Robertas Beržinskas	AB "Utenos Trikotažas" member of the Board	-
Gediminas Čeika	OOO "Techprominvest" member of the Board	
Neringa Menčiūnienė	OOO "Techprominvest" member of the Board	-
	UAB "Almecha", Chairman of the Board	-
11.	AB "Unikalios investicijos" Managing Director	-

2.2.3 Chairman of the Board, the Head of the administration and Chief Financial

Name	Education, qualification	Workplaces and positions during the recent 10 years
Aleksey	Finance Academy under	Polair, General Director, since 2009;
Kovalchuk	the Government of	Federal Agency for Construction, Housing and Utilities.
	the Russian	
	Federation, Moscow.	
Gediminas	Vilnius University,	From January 2008 – AB "Snaige" Managing Director
Čeika	Bachelor in Economics.	2005 12 – 2008 01 – AB "Snaigė" Sales Director
		2001 05 – 2005 12 - "Kraft Foods Lietuva" Business Clients
		Relationships Director for the Baltic States
		2000 11 – 2001 05 – Internship at "Kraft Foods" Company in Czech Republic
		1997 – 2000 11 - "Kraft Foods Lietuva" Sales Director for Latvia and Estonia
		1994 – 1997 - "Kraft Foods Lietuva" Sales Manager for Vilnius region

Neringa	Vilnius University,	From 2008 06
Menčiūnienė	analysis of economic	From 2008 05
	activities and accounting,	2006 05 - 2008
	accountant - economist	2005 08 - 200
	qualification	Finance and P
		2003 03 - 2003
		2001 01 - 2003
		1996 08- 2003
		2001 01 - 2003
		1996 08- 2003

2.2.4 Information about start date and end date of the office term of each member of the management body

Name	Start date of the office term	End date of the office term		
BOARD				
Aleksey Kovalchuk	2011 12 14 Till	2015 the General Meetinh of Shareholders		
Robin Peter Walker	2011 12 14 Till	2015 the General Meetinh of Shareholders		
Andre Dribny	2011 12 14 Till	2015 the General Meetinh of Shareholders		
Mikhail Stukalo	2011 12 14 Till	2015 the General Meetinh of Shareholders		
Martynas Česnavičius	2006 05 02 Till	Till 2015 the General Meetinh of Shareholders		
Robertas Beržinskas	2008 04 23 Till	Till 2015 the General Meetinh of Shareholders		
Mindaugas Gedvilas	2010 04 29	2011 12 14		
Harvey Sawikin	2011 04 29	2011 12 14		
Jaakko Salmelin	2011 04 29	2011 12 14		
Kustaa Aima	2011 04 29	29 2011 12 14		
ADMINISTRATION (Managing	Director and Chief Accountant)			
Gediminas Čeika	2008 01 03	3 Term less agreement		
Neringa Menčiūninė	2008 06 02	Term less agreement		

On the 10th of March, 2011 the Company informed the NASDAQ OMX Vilnius Stock Exchange information system that the member of the board Nerijus Dagilis presented a report on his resignation as a member of the board from 26 April, 2011.

On the 14th of November, 2011 the Company informed the NASDAQ OMX Vilnius Stock Exchange information system that on the 14th of December, 2011 during the extraordinary general meeting of shareholders will be considered the questions of the company board revocation in corpore and the election of the new board. On 14 December, 2011 during the the extraordinary general meeting of shareholders the new board for the new term of office elected.

2.2.5 Information regarding valid conviction of the members of the management bodies for the offences against property, farming procedure and finance

#### There is no such information.

2.2.6 Information about benefits and loans granted to governing bodies

During 2011 years period two board members got salaries under employment contracts (6038 LTL).

2.2.7 Information about the total amounts and average amounts of the salaries, tandems and other profit benefits paid by the Company during the reporting period per person. As well as salaries received by Managing Director and Finance Director

#### During 2011 no salaries were paid to the members of the management bodies.

2.2.8 Information about the salaries, tandems and other profit benefits paid to the members of the Company's Board of observers, Board and Administration sourced from the enterprises where the share of the authorized capital owned by the Company amounts to more than 20 percent

#### No such payments were made during 2011.

2.2.9 Information about the loans, warranties and securities of the performance of liabilities granted to the members of the management body during the accounting period.

2.2.10 Important agreements, the party of which is the Company and which would take effect, change, or would stop being valid in case the control of the Company changes, also the effect of such agreements, except from the cases when the disclosure of such agreements would result in large damage to the Company

As far as it is known to the Company, there are no such agreements.

5 02 AB "Snaigė" Finance Director
5 – 2010 05 AB "Vilniaus Vingis" Liquidator
08 05 – AB "Vilniaus Vingis" Managing Director
06 04 – airline AB "Lietuvos avialinijos"
Purchase Director
05 08 – AB "Vilniaus Vingis" Chief Accountant
03 03 – AB "Vilniaus Vingis" Chief Accountant
3 03 – AB "Vilniaus Vingis" Accountant
13.03 – AR "Vilniaus Vingis" Chief Accountant assista

2003 03 – AB "Vilniaus Vingis" Chief Accountant assistant 1996 08- 2003 03 – AB "Vilniaus Vingis" Accountant

No loans, guarantees there issued for the members of managements bodies during the accounting period.

2.2.11 The Company's and its management bodies members or employees agreements, describing compensation in case the members or employees resign, or are fired without grounded reason, or if their employment would end because of change of control of the Company;

As far as it is known to the Company, there are no such agreements.

#### 2.3 The Company's group's Management structure

**Gediminas Čeika** – managing director. Neringa Menčiūnienė - financial director. Rūta Petrauskaitė – marketing director. Kestutis Urbonavičius – technical and production director.

#### 2.4 Procedures of changing the Company's articles of association

The articles of the Company can be modified by the decision of General Shareholders Meeting, with the qualified majority of 2/3, except from the cases described in the law of public companies.

After General Meeting of the Shareholders takes a decision to modify the articles, the list of all the modified text in the articles is made and signed by the attorney of the general meeting.

Modified articles and documents confirming the decisions to modify the articles have to be submitted to the register of the enterprises during the period specified by the law.

In other cases, not described by the Company's articles of association the Company follows Public Company law and other legal acts of the Republic of Lithuania.

# 3. AB "SNAIGĖ" AUTHORISED CAPITAL, SHAREHOLDERS, **INFROMATION ABOUT SECURITIES**

#### 3.1 The Company's authorized capital

3.1.1 The authorized capital registered in the enterprise register

Name of the securities capital,	Amount of the securities	Nominal value, LTL	Total nominal value, LTL	Share of the authorized in percentage
Ordinary registered shares	39 622 395	1	39 622 395	100

3.1.2 Changes in authorized capital during the last 3 years

Registration of	The size of the	Change	Reason for change	The size of the
changed	authorized capital			authorized capital
authorized capital	before the change			after the changed
2010.04.20	27 827 365	+2 908 350 LTL	Increase of authorized capital by converting	30 735 715 LTL
			shareholders securities to 2 908 350 units	
			oridinary shares.	
2011 05 12	30 735 715	+8 886 680	Increase of authorized capital by converting	39 622 395
			shareholders securities to 8 886 680 units	
S	1.1		oridinary shares.	

3.1.3 Information with regard to prospective increase of the authorized capital by converting or trading the issued loan or secondary securities for the shares

#### The company issued 2 emissions of convertible bonds:

ISIN LT0000402620, 2 years term 3 m LTL total nominal value bonds emission, the term of redemption April 12th, 2013.

ISIN LT0000402638 2 years term 4.3 m LTL total nominal value bonds emission, the term of redemption May 2nd, 2013.

On the 18th of April, 2012 signed and payed Snaige, AB convertible bonds emission:

- total number of convertible bonds: 30,000 units;
- nominal value of the convertible bond: LTL 100; - issue price per convertible bond: LTL 100;
- total nominal value: LTL 3,000,000; - total amount of the issue: LTL 3,000,000;
- the rights granted to holders of convertible bonds: according to the set order to receive interest from the Comlaws:
- subscription and payment day: April 11th, 2011;
- duration: 725 days;
- interest: 9% per annum;
- the method of interest calculation: act/365;
- redemption day: 12 April 2013;
- the redemption price per convertible bond: LTL 100;
- ness day the next business day), also on the redemption day or the day of change to the shares;
- pany;
- the redemption day of convertible bonds;
- the term of exchange: convertible bonds shall be changed to shares on the redemption day;
- the ratio of change to shares: 1:100 (one convertible bond shall be changed to 100 shares);
- On the 2nd of May, 2011 signed and payed Snaige, AB convertible bonds emission: total number of convertible bonds: 43.000 units;
- nominal value of the convertible bond: LTL 100;
- issue price per convertible bond: LTL 100;
- total nominal value: LTL 4.300.000;
- total amount of the issue: LTL 4.300.000;
- res at the end of redemption term; also, all other rights set to the creditors of the companies by the laws;
- subscription and payment day: 2 May 2011;
- duration: 732 days;
- interest: 9 % per annum;
- the method of interest calculation: act/365;
- redemption day: 2 May 2013;
- payment of interest: 2 May 2012 and 2 May 2013 - shares, for which the convertible bonds shall be changed: ordinary registered shares of LTL 1 nominal value, granting its holders property and non-property rights set by the laws and Articles of Association of the Company;
- the conditions of change of convertible bonds to shares: convertible bonds shall be changed to shares accorthe redemption day of convertible bonds;
- the term of exchange: convertible bonds shall be changed to shares on the redemption day; - the ratio of change to shares: 1:100 (one convertible bond shall be changed to 100 shares; demption day 15 June, 2012.
- verted to the Company shares and was increased the authorized capital of the Company.

pany; on the redemption day to receive a redemption amount or to request to change convertible bonds to the shares at the end of the redemption term; also, all other rights set to the creditors of the companies by the

- payment of interest: once per quarter on the last day of the quarter (if the last day of the quarter is not a busi-- shares, for which the convertible bonds shall be changed: ordinary registered shares of LTL 1 nominal value, granting its holders property and non-property rights set by the laws and Articles of Association of the Com-

- the conditions of change of convertible bonds to shares: convertible bonds shall be changed to shares accordingly to the request of the holder submitted to the Company in written no later than 10 business days before

- inclusion into trading in the regulated market: the issue will not be involved into trading in the regulated market.

- the rights granted to holders of convertible bonds: according to the set order to receive interest from the Company; on redemption day to receive a redemption amount or to request to change convertible bonds to the sha-

dingly to the request of the holder submitted to the Company in written no later than 10 business days before

- inclusion into trading in the regulated market: the issue will not be involved into trading in the regulated market. The bond emission with 1 m EUR total nominal value ISIN code LT1000402313 was issued 2010 year. The re-

According requests of owners of bonds at the redemption day bonds with ISIN code LT1000401315 were con-

## 3.2 Shareholders

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## 3.2.1 Largest shareholders

The total number of the Shareholders on 31 December 2011 was 1 216.

The major shareholders who own or control more than 5 percent of the issuer's authorized capital are listed below:

Names (Company	Amount of t registered shar	he ordinary es available, in pcs.		Share o	of the authorized ca	oital and votes ava	ailable, in percentage	
names, addresses, enterprise register codes) of the Shareholders	Total incl. the ones owned by the Shareholder		Total incl. the ordinary registered shares owned by the shareholder		Total		ires owned	Total incl. the share of the entities group operating jointly,
			share of the votes	share of the capital	share of the appointed votes	share of the capital	in percentage	
Vaidana UAB — Konstitucijos ave.7, Vilnius, Lithuania, code 302473720	23 716 668	23 716 668	59,86	59,86	59,86	59,86	-	
Swedbank – client securi- ties, Liivalaia 8, Tallinn 15040 Estonia, comp. code 10060701	3 321 701	3 321 701	8,38	8,38	8,38	8,38	-	
Skandinaviska Enskilda – client securities, Sergels Torg 2, 10640 Stockholm, Sweden, comp. code 502032908101	2 266 389	2 266 389	5,72	5,72	5,72	5,72	-	

3.2.2 Shareholders with special control rights

There are no Shareholders with special control rights.

3.2.3 Restrictions of Shareholders voting rights

All the shareholders have equal voting rights. The Company has not information about shareholders voting rights restrictions.

3.2.4 Shareholders agreement, about which the Company is informer and due to which the transfer of securities or voting rights can be restricted

The issuer has no information about any Shareholder agreements of such type.

#### 3.3 Information about trading of issuers securities in the regulated securities markets

3.3.1 Securities included in the trading lists of regulated securities markets

39,622,395 ordinary registered shares of AB "Snaige" are included into the Secondary trading list of the NASDAQ OMX Vilnius stock exchange. The total nominal value of the shares is 39,622,395 LTL. The VP CD (Securities Central Depositary) number is 10927. The nominal value of a share was 1 (one) LTL.

3.3.2 Trade of the issuer's securities in stock exchanges and other organized markets

Trade of the Company's ordinary registered shares in the securities stock exchange was started on August 11, 1995. The ordinary registered shares of AB "Snaige" have been listed in the Official trading list of NASDAQ OMX Vilnius stock Exchange since April 9, 1998.

Since 08 May, 2009 the Company on its own initiative requested NASDAQ OMX to switch its shares from NAS-DAQ OMX Vilnius Official listing and add them to the NASDAQ OMX Vilnius Additional listing.

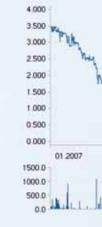
3.3.2.1 Trade on NASDAQ OMX Vilnius stock exchange

Trade in Company's shares during 2008-2011.

Accounting period	Last session	Price, max, EUR	Price, min, EUR	Shares, pcs.	Turnover,
	price, EUR				mln. EUR
2008	0.159	1,912	0,145	1 690 146	1,72
2009	0,165	0,339	0,049	36 255 524	6,38
2010	0,268	0,324	0,156	38 297 848	9,48
2011	0,525	0,530	0,256	16 137 891	6,13

Below you can find the Company shares turnover and prices during last 5 years graphs. The data from AB NAS-DAQ OMX Vilnius internet page:

http://www.nasdaqomxbaltic.com/market/?instrument=LT0000109274&list=3&pg=details&tab=historical&lang =lt&currency=0&downloadcsv=0&date=&start\_d=1&start\_m=1&start\_y=2007&end\_d=31&end\_m=12&end\_y= 2011



The price of share is in EUR because the trade of shares is in EUR from 22 November, 2010. The price of share during reporting year (information from AB NASDAQ OMX Vilnius internet page): http://www.nasdaqomxbaltic.com/market/?instrument=LT0000109274&list=3&pg=details&tab=historical&lang =lt&currency=0&downloadcsv=0&date=&start\_d=1&start\_m=1&start\_y=2011&end\_d=31&end\_m=12&end\_y= 2011







Below the graphs are from OMX Baltic Benchmark, OMX Vilnius indexes and Snaige, AB shares prices graphs for period from 1 January, 2009 till 31 December, 2011. The information is from AB NASDAQ OMX Vilnius internet page:

http://www.nasdagomxbaltic.com/market/?pg=charts&lang=lt&idx\_main%5B%5D=OMXBBGl&idx\_main%5B% 5D=OMXV&add index=OMXBBPI&add equity=LT0000109274&idx equity%5B%5D=LT0000109274&period=other&start\_d=1&start\_m=1&start\_y=2009&end\_d=31&end\_m=12&end\_y=2011

#### **Baltic market indexes**



Index/Equity	01.01.2009	31.12.2011	+/-%
OMX Baltic Benchmark GI	228,12	431,94	89,35
OMX Vilnius	179,25	298,78	66,68
SNG1L	0,16 EUR	0,53 EUR	229,59

#### 3.3.2.2 Trade in other regulated markets

The securities are traded only on NASDAQ OMX Vilnius stock exchange.

3.3.3 Capitalization of the Company's shares

Equity list	2009-12-31	2010-12-31	2011-12-31
Snaige	4 593 836,34 EUR	8 237 171,62 EUR	20 801 757,38 EUR
Vilnius market total	3 219 512 569,74 EUR	4 219 761 406,81 EUR	3 139 310 661,61 EUR

#### 3.3.4 Trade of securities outside the stock exchange

Since the ordinary registered shares are included into the Additional trading list of NASDAQ OMX Vilnius stock exchange, the purchase-sale transactions of the shares can be executed only in NASDAQ OMX Vilnius stock exchange. The transactions performed outside the stock exchange comprise exchange, endowment, inheritance and settlement of debts and repay transactions.

The transactions with regard to the ordinary registered shares of AB "Snaige" executed outside stock Exchange										
Accounting	Price	Price	Monetary	Amount	Non-monetary	Amount of				
period s	(EUR), max	(EUR), min	settlement, amount	of transactions	settlement,	transactions				
			of securities (pcs.)		amount of					
					securities (pcs.)					
2011 m. l quarter	0,56	0,26	855 000	10	3 950	1				
2011 m. ll quarter	0,62	0,31	861 265	9	-	-				
2011 m. Ill quarter	0,78	0,16	574 261	14	8 950	6				
2011 m. IV quarter	1,86 (0,54)	0,40	24 639 324	18	12 930	3				

There no information on Central Securities Depository of Lithuania system about executed outside stock exchange of the Company issued convertible bonds.

#### 3.4 Information about the repurchase of own shares

During 2011 no repurchase of own shares was made. The Company had not own shares at the end of the 2011 year.

## 3.5 Dividends

Year	Basic profit per share, Lt	Share price	Price to Earnings ratio
2011	0	0	0

#### 3.6 Contracts with public circulation of securities dealers

On February 9th, 2011 the Company entered into a contract with AB "Šiaulių bankas" for the Company's securities accounts and securities accounts for private management.

#### 3.7 Restrictions on transfer of securities

There is no restriction on the transfer of securities issued.

# 4. AB "SNAIGĖ" OPERATING REVIEW

## 4.1 General rates, describing the Company's business performance, their behaviour

The main indicators of the Company's activities and dynamics (consolidated data):

	2011	2010	2009	2008	2007
Turnover	112.615.726	113.838.664	123.035.965	340.955.610	412.803.030
Gross profit	16.397.040	17.427.496	12.621.987	42.565.127	49.087.235
Net loss	-5.042.453	-2.612.907	-38.182.235	-24.100.344	-11.415.935
Average share price	1,288	0,86	0,61	3,52	9,4
Financial Figures			2011	2010	2009
Profit before tax indicat	tor, %		-5,4 %	-2,7%	-31,51%
General mark-up, %			14,75 %	15,31%	8,87 %
EBITDA mark-up, %			5.54 %	8,06%	-16,96%
Solvency ratio, %			81,91%	63.9%	50,46%
Debt to assets ratio, %			59,99 %	67.57%	36,53%
Return on average shar	eholders' equity	, %	-15,21 %	-8,55%	-128,50%
Shares indicators			2011	2010	2009
Earnings per share, LTL			-0,13	-0,09	-1,37
Average annual share n	narket price, LTL		1.288	0,79	0,49
EBITDA per share, LTL			0.16	0,30	-0,74
EBITDA multiplier (EBIT			0.12	0,38	-1,50
Average annual share n				and the state	and the second second
Total dividends, in thou			-	-	-
Dividends per share, LT			-	-	
Average net book share	e value, LTL		0.9	0.99	1,07

	2011	2010	2009	2008	2007
Turnover	112.615.726	113.838.664	123.035.965	340.955.610	412.803.030
Gross profit	16.397.040	17.427.496	12.621.987	42.565.127	49.087.235
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Solvency ratio, %			81,91%	63.9%	50,46%
Debt to assets ratio, %			59,99 %	67.57%	36,53%
Return on average shar	eholders' equity	, %	-15,21 %	-8,55%	-128,50%
Shares indicators			2011	2010	2009
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Average annual share n	narket price, LTL		1.288	0,79	0,49
EBITDA per share, LTL			0.16	0,30	-0,74
EBITDA multiplier (EBIT			0.12	0,38	-1,50
Average annual share n				and the state	and the second second
Total dividends, in thou			-	-	-
Dividends per share, LT			-	-	
Average net book share	e value, LTL		0.9	0.99	1,07

#### **4.2 Production**

#### 4.2.1 The Company's product portfolio

The Company produces various models of high-quality household refrigerators, fridges - showcases and wine coolers for businesses and hotels, freezers and their spare parts. The Company produces high quality of various models of household refrigerators, refrigerator - and showcases, wine refrigerators, freezers and their spare parts. The Company's main products - refrigerators. They are classified into four main categories: · Combined refrigerators with separate external doors; Coolers;

• Freezers:

Commercial refrigerators.

In 2011, mainly produced by the combined refrigerators with separate external doors.

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The sales figures of Alytus Factory for the last three years are as follows:

Type of activities			2010	20	2009	
	units	perc.	units	perc.	units	perc.
Refrigerators sold, units	171433	100	184635	100	199418	100
including:						
Combined refrigerators – freezers with	123 082	71,8	125938	68,2	140318	70,4
separate external door						
Domestic refrigerators (single cooler)	8 046	4,7	13992	7,6	17930	9,0
Freezers	30 322	17,7	34893	18,9	33185	16,6
Commercial refrigerators	9 983	5,8	9812	5,3	7985	4,0



4.2.2 Termination or reduction of production volume with the critical effect on the Company's performance during recent 2 economical years

Kaliningrad factory stopped working on 2009 03 02

#### 4.3 Sales

The company divides its sales markets into the following main groups by importance of sales markets and geographic distribution:

Baltic market (Lithuania, Latvia and Estonia), Eastern market (Russia, Ukraine, Kazakhstan, Uzbekistan, Tajikistan, other CIS countries), Western market (Germany, France, Belgium, the Netherlands, Poland, Portugal, Czech Republic, other countries of Western and Central Europe).

In 2011 Snaige, AB sold over 171.4 thousand refrigerators. Revenues from main production sales reached 111,1m LTL, that is, 2.4 per cent lees as compared to the previous year. Decrease in turnover was due to the drop in sales on the Western and Baltic markets. Sales on the Eastern market accounted for the majority of sales revenue (50.28 per cent). Slightly lower figures (41.70 per cent) were on the Western market. Lowest sales revenue (8.02 per cent) was on the Baltic market.

Exports accounted for 93,1 per cent of total product sales, i.e. 103.5m LTL.

Company's sales in 2011 (according to sales revenue):



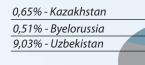
#### **Eastern Market**

In 2011 the company sold 89.5 thousand production pcs on the Eastern market and earned 55.9m LTL in sales revenue, i.e. 10.7per cent increase as compared to 2010.

This significant increase in sales revenue was for the most part due to the rising sales in Ukraine. Following the repeal of additional duties at the end of 2009, which were applied almost throughout entire 2009, the company managed, for the most part, to recover its market positions in 2010. In 2011 Snaige, AB sold 70.6 thousand fridges on the Ukrainian market and sales revenue reached 44.4 m LTL, i.e. 7.2 per cent the revenue of the previous year. Expert data show that Snaige, AB had a 7 per cent market share on the Ukrainian household refrigerator market.

In Moldova market the company sold 5.4 thousand production pcs and generated 2.7m LTL in revenue. Expert data show that Snaige, AB had around 8 per cent market share on the Moldavian household refrigerator market. 2011 for Snaige, AB also continued market of trade connections with Tajikistan and more active trading activities with Uzbekistan. These are exotic and far away countries yet very profitable markets where refrigerators by Snaige are particularly valued. In 2011 the company sold 10 thousand production pcs and earned 6.2m LTL in revenue. Two time more than the last year.

Sales in the Eastern market in 2011 (according to sales revenue):



#### Western Market

On the Western market Snaige, AB sales in 2011 were 73.4 thousand production pcs and 46.3m LTL in revenue. This constitutes 14.2 per cent drop in revenue as compared to the previous year. The majority of production was sold and revenue generated on the German market (24.2 thousand pcs; 15.6m LTL), French market (20.2 thousand pcs; 11.3m LTL), and Portuguese market (9.2 thousand pcs; 5.2m LTL). The market of domestic electric appliances had not demonstrated any clear evidence of the recovery. Othervise the recession was continuing in Central and West Europe countries. During 2011 year the Company was started commercial relations and started to realize the Company's production for these clients:

• "DIA" (Slovakia), the realization started to market net NAY;

• "La Maison" (France), the trade by postu; • "Baytronic" (Austria), wholesaler.

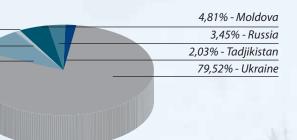
The long term partners Severin (Germany), Orima (Portugal), Conforama (France) are continuing successful relations with Snaige AB.

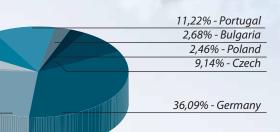
Snaige, AB struggled to compete with Chinese and Turkish manufacturers which offered production at very low prices, a factor so relevant in the times of crisis. Nevertheless on the segment of highest energy efficiency class production the company did very well being, it was the one of the first ones in Europe introducing products in this class. Quality of these refrigerators was highly appreciated by German, French and Italian customers. Moreover, the company found a new trade niche in Western countries. It's the production of refrigerators in a variety of colours in small runs and refrigerators with glass doors.. To this end the company acquired specialized paint application equipment which completely met our expectations. The company plans to expand these niches in the following year also.

Sales in the Western market in 2011 (according to income):



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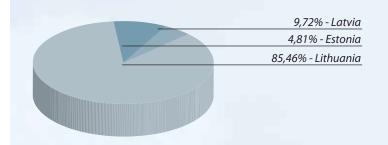
#### **Baltic Market**

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In 2011 Snaige AB in the Baltic States market had sold more than 8.4 thousand refrigerators and its income was about 8.9 million LTL.

At the same period in Lithuania Snaige AB had sold about 6.6 thousand refrigerators and had got more than 7.6 million LTL incomes. According to the analysis Snaige AB had hold about 10 percents of the domestic refrigerators' market in Lithuania in 2011.

In the meantime in Latvia Snaige AB had sold about 1.2 thousand refrigerators and its incomes was close to 0,87 million LTL. At the same period of time in Estonia Snaige AB had sold a little bit more than 0.6 thousan refrigerators and had got more than 0.4 million LTL.



#### AB SNAIGĖ brand portfolio

In 2011 The Company sold 64.3 percent of the products with their brand SNAIGE. Besides these, the plant is producing refrigerators under other brands of trade partners and retail networks: General Frost - TESCO, the second largest domestic appliance retail network in Europe. Far - CONFORAMA, the largest domestic appliance retail network in France. Smeg (Italija); Bartscher; Brandy Best; Coldis; Continent; Cool; Exquisit; Frigibel; Helkina; KBS: Orima; Raymond; Tschibo. The Company's brand portfolio in 2011 (according to income): 35.7% - OEM 64,3% - "Snaigė"

#### 4.4 Supply

The materials and completing parts are supplied to the Company from more than 20 countries worldwide. European manufacturers and suppliers of materials constitute the major part of them. Procurement volumes from Asia (mainly from China) were constantly increasing. The strategic raw materials suppliers are listed below: "ACC", "Secop Compressors" Gmbh (compressors, Donper, JAXIPERA, Huayi, Geko-Kart", Marcegalia, "SRukki", "Arcelor-Mittal", "KME Europa Metal", "KM Ibertubos" S.A., "Sintur" s.z o.o., "BASFF", "Total Petrochemical", Bay "Systems Nothern Europe", DOW, UAB "ARA", UAB "Lisiplast", UAB "Hoda", "Telko group".

The priorities set in the purchase strategy of the The Company are high quality assurance and effective logistics. increasing competition between the suppliers stimulates continuous improvement of the purchased product. The technical servicing teams of AB "Snaigė" suppliers closely cooperates with the technicians and engineers of the The Company in search for common technical solutions increasing quality and decreasing costs of the products.

#### 4.5 Employees and human resource policy

#### 4.5.1 The Company's human resource policy

The Company's success depends not only on its size, image, strategy, but to a large account on how it treats its employees. All the challenges and changes faced by the Company are related to the employees, so business effectiveness firstly depends on ability to manage human resources.

The Company's human resource policy and management is comprised of: human resource planning, employees' staffing (recruiting, selection, admission, and retention), employees development, evaluation, motivation, norms of actions, assurance of work safety and social conditions. While facing changes and new challenges, it is most important for the Company to retain qualified, skilled, motivated personnel, who is able to implement set tasks and help the Company achieve its strategic goals, with as minimum costs as possible.

**Strategic management of human resources.** The aim of the personnel policy is to help the Company to adapt to new requirements of business environment and accomplish strategic goals while increasing administration effectiveness, connecting human resource practice with common the Company's business strategy, evaluating human resources.

**Human resource planning.** To ensure effective number of employment positions and structure planning, to ensure human resource demand planning, evaluation of planning quality.

**Analysis of operations.** In order to ensure more effective management of human resources it is necessary to evaluate new operation tasks, to spin off ineffective operations, doubling of functions, to regroup and reassign functions.

**Development of the Company.** Personnel development is a necessary condition for achieving the Company's strategic goals, as while learning personnel obtains qualification and skills. Changing the Company's challenges, environment where the tasks have to be completed, application of new technologies and difficult situation in the labour market indicates that it is necessary to invest into education of personnel, as it motivates, improves work conditions, increases loyalty and ensures more effective adaptation to new challenges and conditions.

**Evaluation of activities and career.** Evaluation of personnel activities – inseparable part of career planning. Potential of a person and areas of improvement can be assessed only by an objective evaluation. The goal of activities evaluation – to align personnel activities with the Company's goals to a maximum extent. The process of activities management is the setting of clear and achievable goals, monitoring of the progress, coordination of employee's goals, correction of set goals, annual evaluation of personnel activities. While planning the career it is important that it is not directed to the past i.e. results of person's work, but also to the future – his abilities, ability to change, implement more complex tasks – into his potential.

**Personnel motivation.** During the surveys majority indicate the insufficient remuneration as the most important factor hindering higher motivation. In current difficult conditions it is necessary to pay more attention to strengthening social motives: encourage personal goals, increase responsibility taken, increase association with a group or team, form conditions to realize management, self expression skills.

4.5.2 The employees of the Company in 2009-2011 according to the personnel groups:

Employees		2010			2009			2008	
	Amount	%	Average	Amounts	%	Average	Amounts	%	Average
			salary			salary			salary
managers	4	0,6	26476	4	0,6	20524	4	0,5	17202
specialists	123	19,7	3109	127	19,9	2995	146	20,0	2938
workers	498	79,7	1494	506	79,4	1394	582	79,5	1250
In total:	625	100,0	1966	637	100,0	1818	732	100	1653

In 2011 the number of staff in the company went down by 2 per cent as compared to 2010. This reduction was the result of cost-saving. Such reduction in the number of staff was determined by the implementation of this strategy.

4.5.3 The structure of the Company's employees in 2009-2011 according to education level

Education level of the	2011		20	10	2009		
employees	Amount	%	Amount	%	Amount	%	
university education	103	16,5	100	15,7	131	17,9	
professional high school education	377	60,3	383	60,1	431	58,9	
secondary education	136	21,8	145	22,8	160	21,9	
uncompleted secondary education	9	1,4	9	1,4	10	1,4	
Total:	625	100	637	100	732	100	

4.5.4 The employees of the Company and its subsidiaries in 2009-2011 according to the personnel groups\*

Employees		2011		2010		2009	
	Amount	%	Amount	%	Amount	%	
managers	8	1,1	8	1,04	8	0,6	
specialists	153	20,5	171	22,2	294	20,6	
workers	584	78,4	591	76,8	1123	78,8	
Total:	745	100	770	100	1425	100	

\*Average yearly data

#### **4.6 Investment policy**

4.6.1 Subsidiary companies' names, head office addresses, type of activities, the authorised capital, share of the authorized capital unpaid by the Company, net profit (loss), ratio of short-term liabilities and current assets, ratio of total liabilities and total assets.

1. 30	TECHPROMINVEST	MOROZ TRADE	LIGA SERVIS	SNAIGE – UKRAINE	ALMECHA
Registration date,	Registration date	Registration date	Registration date	Registration date	Registration date
head-office address	November, 2002. Address:	May, 2004. Address:	August, 2005, Address:	November, 2002. Address:	November, 2006. Address
	Bolshja Okruznaja str. 1-a,	Prospekt Mira 52,	Prospekt Mira 52,	Grushevsky str. 28-2a/43,	Pramones str. 6,
	Kaliningrad, Russia	Moscow, Russia	Moscow, Russia	Kiev, Ukraine	Alytus, Lithuania
Type of activities	manufacture of	sales and marketing	sales and marketing	sales and marketing	production of other
	refrigerators	services	services	services	equipment and
					machinery
Share of the authorized ca available to AB "Snaige		100	100	99	100
The authorized capital (LTL)	88.852.896	833	833	55.230	1.375.785
Share of the authorized capital unpaid by the Company	Completely paid	Completely paid	Completely paid	Completely paid	Completely paid
2011 profit (loss) (LTL)	(9.023.453)	-	(134.754)	40.643	200.754

4.6.2 The major investment projects amounting to more than 10 percent of the Company's authorized capital, which have been implemented during 3 recent financial (economical) years: types, volumes and financing sources of investments, and geographical allocation thereof

Each year the Company invests into development of technical progress and manufacture of new, ecologicalfriendly, cost-effective and modern products.

It was placed 2.557,3 thousand LTL into realization of investment programs within 2011.

Including the partial funding of structural funds of EU for the project "Strengthening of AB" Snaige" competitive ability by investing to the development of new generation "3D frost" refrigerator series", for what in 2011 was received 389,4 thousand LTL, within 2011 has been invested 2 million 167,9 thousand LTL of its own funds.

The following new products have been developed during 2011: - Refrigerators FR275 and FR240 A++ energy efficiency class; - Refrigerators RF31 and RF34 with glass on door;

- A++ energy efficiency class refrigerators RF36 and RF39:
- Refrigerator RF35 A+ and A++ energy efficiency classes;
- Single compartment refrigerator C29;
- Freezer F22.

There was spent 2 mln 307,5 thousand LTL on development and production preparation of these products. For development of technologies, mastering of especially important and effective projects, improvement of work places was invested 67.7 thousand LTL.

It was placed 126,0 thousand LTL into implementation of effective means for saving of energy in 2011: it was made isolation of heating pipelines, replacement of ventilators in venting chambers, installed the new compressed air dryer.

Fro replacement of out-of-date and weared out production tools and instruments in 2011 was invested 19,9 thousand LTL, for improvement of logistics and warehouses equipment – 1,1 thousand LTL, for renovation of computers and other IT equipment - 35,2 thousand LTL. Investments in subsidiary the Company "Techprominvest" (Kaliningrad, Russia): In 2011 year the authorised capital of "Techprominvest" was increased 11 152 974 EUR by capitalizing the part of the payable debt to the Company.

#### **4.7 Environment Protection**

#### 4.7.1 Environmental policy

The Company's environmental vision - organic products, clean technology and clean environment. The Company's products, production technology and services cannot do the illegal exposure of atmospheric air, water, workers, consumers and environment. Environment must not be contaminated by waste products of production and more than is inevitable and allowed.

The Company's management is trying to implement a vision and a clear understanding of environmental importance, assume the following responsibilities:

- contributing of global warming mitigation;
- Continually improve environmental performance;

• To increase our staff approach to environmental protection; • Design products, according to materials and efficient resources, hazardous materials use, waste reduction and the reuse and recycling of consumer needs.

#### 4.7.2 Environmental report

AB, Snaige" is one of the most advanced manufacturing companies of Lithuania in the field of environment protection. The activities of the Company are regulated by environment protection management system, which complies with international ISO 14001 standard requirements. The system is working since 2001, and last year certificate Bureau Veritas Certification Lithuania has extended the validity of the system for additional three vears.

When developing a new product, the Company gives a priority for the manufacturing processes which save raw materials, for safe transportation, waste elimination and guality of products. In manufacturing the Company tries to use materials which later can be recycled. The Company complies with European Parliament and European Commission directive 2005/32/EB, which regulated design of the products. "Snaige" refrigerators are manufactured from ecological materials which do not have any harmful elements. For example, every plastic part of a refrigerator is marked (according to ISO), so that it can be reused one more time, recycle according to directive 2002/96/EB describing electrical and electronic equipment waste requirements. Technological product surface coating process is ecologically clean: solid covering and drying with natural gas is used. Cooling system is filled with natural cooling gas R600a, which do not deteriorate ozone and for insulation of the refrigerator no harmful ciklopentane is used. When buying refrigerators, customers are provided with information related to environment protection. It is advised, how to install, maintain a product so that it is used as long as possible and the impact on environment would be diminished. In addition to that, it is indicated how to utilize the product after it is no longer usable. The Company has old refrigerators utilization system. Starting with 2006 the Company started to utilize large electric household equipment – refrigerators and fridges – waste. AB, Snaige" fully complies with the requirement of Kyoto protocol about the global warming and climate change. Materials used in manufacturing do not deteriorate ozone and do not add to global warming. The Company saves electricity, water, heat: during decade the usage of these energy sources was decreased by three times.

• Usable for legal and other companies to set conditions related to environmental aspects; • Do pollution prevention, paying attention to gas, increasing the greenhouse effect, the use of control and thus

#### 4.8 Risk factors related to the business of the Company

Macroeconomic Risk. At present both Lithuanian and global markets feel the effects of the economic and consumption recuperation but this recuperation is not so fast as expected which could affect the demand for company's products and company's business prospects.

Credit Market Risk. Currently there is more activity and better credit availability on both Lithuanian and global markets. Internal financial resources of the company are limited, operations rely on external credit financing, too. In light of the global credit market recovery, it can be presumed that this recovery will have a positive impact on the company's financial situation, the Company will have possibility to take short and long term credits for its operations.

Company's Financial Accounting Accuracy Risk. On 25 April 2012 the Company's auditor expressed an ungualified audit opinion on the Company's stand alone and consolidated financial statements.

International Trade Restrictions Risk. The Company exports portion of its production to third parties (outside the European Union). There is a risk that changes in foreign trade policies of third countries could aggravate export conditions to those countries. Any such change would negatively impact export opportunities for the company and its financial situation.

Risk of Legal Proceedings. On the 12th February 2010 Kaunas District Court made a ruling in the case where Snaige, AB was involved as the respondent and AS Compfitt Glass as the plaintiff. On 5 October 2010 Lithuanian Court of Appeals decided to change the above mentioned ruling, i.e. the Court of Appeals divided the amount adjudged, that is, 2,191,089.04 LTL, into two equal instalments of 1,095,544.52 LTL each, and ordered Snaige, AB to pay the first instalment by 1 February 2011 and the remainder was to be payable in equal instalments by 12 February 2012. Today the prosecution of this decision is suspended by decision of the court. The part of the goods (valued at almost 500,000 LTL) Snaige AB had not been received untill today. The issue between Snaige AB and Comfitt Glass AS is continuing in Lithuanian Appellate Cout (LAC). If LAC will meet with Snaige application for renewing the process and cancel the decision of Kaunas distric court, than the duty to pay all awarded sum to Compfitt Glass As will vanish for Snaige AB. Otherwise settlement of this obligation from the working capital of the company could negatively impact financial situation of the Company.

Market Risk. The Company is engaged in the manufacturing of a variety of commercial and household refrigerators and freezers and their sale. Investors assume the risk that the Company will suffer losses aggravating financial situation of the Company in the vent of negative changes on product markets and markets of raw materials needed in production processes.

Policy Risk. The Company is engaged in manufacturing activities which generate chemical substances harmful to the environment. Environmental matters both at Lithuanian and European Union levels are policy-regulated. There is a risk that in the event of changes in existing environmental requirements and restrictions the company might need additional investments to ensure compliance of production processes with new requirements. These investments could negatively affect financial situation of the Company.

Business Continuity Risk. Business continuity presumptions are disclosed in detail under Note 2.2 of consolidated audited financial statements of 2011.

Operational Risk. This is the risk that includes both direct and indirect losses resulting from improper or inoperative internal processes, systems or technologies, actions by staff and agents, and external factors. Constituent part of the operational risk is legal risk, i.e. risk of losses potentially occurring as a result of the Company's present or past obligations under various contracts and agreements, legal actions or laws, non-performance or improper performance.

Technical and Technological Factors. This includes physical and moral depreciation of a variety of technical means. Risk factors of this type could affect operations of the Company both directly and indirectly. Technological factors can affect the Company directly through physical and moral depreciation of technical base. Due to potential moral and technological depreciation of Company's manufactured products in comparison with competition products (indirect technological factors) there is a risk of loss in demand for products of the Company on the market. Such change in technological environment could have negative impact on the financial situation of the Company.

More detailed disclosures of Company's risk management and interest rate, exchange rate, credit and liquidity risks can be found under Note 29 of consolidated financial statements.

4.8.1 The main indications about internal control and risk management systems related to the preparation of consolidated financial statements.

The Audit Committee supervises preparation of the consolidated financial statements, systems of internal control and financial risk management and how the company follows legal acts that regulate preparation of consolidated financial statements.

Chief Financial Officer of the Company is responsible for the preparation supervision and the final revision of the consolidated financial statements. Moreover, he constantly reviews International Financial Reporting Standards (IFRS), as adopted by European Union in order to implement in time IFRS changes, analyses Company's and group's significant deals, ensures collecting information from the group's Companies and timely and fair preparation of this information for the financial statements. CFO of the Company periodically informs the Board about the financial statements preparation process

#### 4.9 Related party transactions

The information about related party transactions is revealed in the 31th note of the consolidated financial statements.

#### 4.10 Legal and arbitrary processes

The information about the legal and the arbitrary processes is revealed in the 30th note of the consolidated financial statements.

## 5. OTHER INFORMATION ABOUT AB "SNAIGE"

#### 5.1 Membership in associated organisations

AB "Snaige" is a member of Lithuanian Confederation of Industrialists. Lithuanian Confederation of Industrialists comprises 39 branch and 8 regional associations composed of more than 2,700 enterprises of various type. The Confederation includes not only the majority of industrial enterprises but also banks, sales enterprises, subsidiaries of foreign firms, scientific research institutions and scholastic institutions.

The activities of the members of LCI encompass all the main industrial areas; the major part of the goods produced in Lithuania is manufactured by them.

Snaige, AB is a member of the EEPA association. The EEPA is an association established by manufacturers and importers of electrical equipment and batteries and accumulators. The main objective of the association is the implementation of waste management obligations by the association members stipulated in both EU and Lithuanian legislation. As of 2006 the association organizes waste from electrical and electronic equipment management and as of the end of 2009 - management of waste from batteries and accumulators. Activities of the association:

- by the association members
- Represents member interests in public institutions, is involved in lawmaking
- authority
- Reports to the Government or other competent authority on waste management

- ronic and electrical equipment, batteries and accumulators EEPA has 67 members.

AB "Snaige" is a member of LINPRA. The Engineering Industries Association of Lithuania LINPRA is an independent self-governing business association. Both nationally and internationally, it represents the interests of the Lithuanian mechanical, electrical, electronic and metalworking industrial sector and seeks to promote its business competitiveness.

Number of members: 80 (including almost all major companies of the sector). Together with its partners, LINPRA responds to the needs of the companies operating in the sector and their potential counterparts by providing the following services:

- publishing yearly catalogue of the Lithuanian engineering industries;
- siness proposals;

- coordinating the National Technology Platform ManuFuture-LT; • training of managers and employees in technological and managerial competences
- nationalisation of Lithuanian engineering industries sector.

• Organizes waste management system for electrical and electronic equipment and batteries, and accumulators

• Registers incorporators and members of the association as required by a governmental or other competent

• Provides guarantees on behalf of incorporators and members of the association that their annual waste management goals in relation to electronic and electrical equipment, batteries and accumulators will be achieved • Provides free consultations to incorporators and members of the association on waste management issues Informs and increases awareness among the general public on waste management matters in relation to elect-

• providing on-line information from the most comprehensive sectorial database in Lithuania;

• searching for Lithuanian partners and suppliers according to incoming investment, outsourcing and other bu-

searching for foreign partners required by Lithuanian companies operating in the sector;

organising incoming and outgoing missions, consultations, exhibitions and matchmaking events;

• initiating and implementing other types of projects aimed to strengthen competitiveness and business inter-

AB "Snaige" is a member and the founder of the Association of Domestic Equipment Manufacturers "CE CED Lithuania". The goals of the association are as follows: to coordinate activities of the members of the association active in the area of manufacture of domestic equipment, represent and defend the interests of the members, settle the issues raised by the members, ensure proper protection of the manufacturers' interests, etc.

#### 5.2 Patents, licences and contracts

The Company's activities are independent of patents or licences

#### 5.3 Recent and the most important events of the Company

Recent important events in the Company's business

5.3.1 Recent important events in the Company's business 05-03-2012

#### Notification on transactions concluded by managers of the companies

On 5 March, 2012 Snaige AB has received notifications on the transactions in issuer's securities concluded by the person closely associated with the manager of the issuer.

#### 02-03-2012

#### Unconsolidated unaudited EBITDA of "Snaige" for 2011 achieved LTL 9.3 million

For AB, Snaige "2011 became a year of significant achievement and great opportunities. Last year Company sold over 175k refrigerators. The largest proportion was exported to 30 countries in Europe and Asia. Key sales were in Germany, Ukraine, France and Portugal.

The Company significantly stepped up its sales positions in Ukraine started trading with one of the most important Ukrainian household appliances retailers - "Eldorado". Also after a few years break "Snaige" refrigerators again were exported to Russia and Belarus.

According to CEO Gediminas Čeika in 2011 the Company also has several positive achievements which will have a positive effect on the future of the business. The most important one was introduction of strategic investor. "Polair" a Russian manufacturer of industrial refrigeration equipment acting indirectly through the "Vaidana" UAB, acquired 23,716,668 ordinary shares amounting 59,86% of all shares and votes given by the general meeting of shareholders of the Company.

According to CEO Gediminas Čeika, 2011 the company put a lot of effort into creating new products and improving existing ones. "In June, we manufactured a new premium class refrigerator with glass doors - Snaige Glassy", said G. Čeika. "These refrigerators have received a lot of attention both from Lithuanian consumers and from consumers in Western Europe, and at the end of the year they were awarded by golden medal in the annual "Lithuanian product of the Year" Competition said G. Čeika.,,We have created a new refrigerator RF35 with increased freezer section, which within a short time became one the best selling product of AB "Snaige" in Baltic and Eastern markets.

The company participated in one of the most important household appliances exhibitions in Europe - the IFA 2011, where there was an extremely positive assessment by customers and partners."

Unconsolidated unaudited EBITDA of the Company for 2011 totaled LTL 9.3 million which is clearly a positive performance for the Company. AB "Snaige" incurred a consolidated unaudited loss of LTL 0.53 million.

According to Gediminas Čeika, "Snaigė" AB CEO, due to foreign currency exchange fluctuations, "Snaigė" AB had revaluated debts from the closed factory in Kaliningrad. For these reasons the Company lost LTL 5,6 million. "However, this revaluation of the paper debt is unrelated to the activities of the Company and should be eliminated in assessing the annual results of the company."- said G. Čeika.

Due to damage and repair of the factory roof, the Company wasn't able to sell the Kaliningrad plant last year. Currently, the Company is actively negotiating with potential buyers of factory in Kaliningrad and in 2012 expects revenue from this sale.

AB "Snaige" during the 2011 reached 111,1 million. Lt unaudited consolidated turnover and suffered a consolidated unaudited loss of 5 million.

#### 29-02-2012

#### Concerning Snaige AB interim report and result for the year 2011

Because of the Company's accounting program breakdown due to ongoing programming works, Company currently has no possibility to prepare and publish interim report for the twelve months of 2011. Company's interim report for the twelve months of 2011 will be announced not later than the 2nd of March, 2012.

#### 5.3.2. Important events 2010

#### 22-12-2011

Notification on transaction of manager of the company Snaige AB has received notification on the transaction in issuer's securities concluded by the person closely associated with the manager of the issuer. 22-12-2011

#### Notification about disposal of voting rights

On 22 December 2011 Snaige AB received a notification about disposal of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund, Ltd. and Amber Trust S.C.A. SICAV-SIF (the date of the transaction is 11 November 2011, the date of disposal of voting rights - 21 December 2011). 21-12-2011

#### Notification about acquisition of voting rights

Snaigė AB, legal entity code: 249664610, office address: Pramonės str. 6, Alytus. On 21 December 2011 Snaige AB received a notification about acquisition of voting rights in the company by UAB "VAIDANA" (the date of acquisition of voting rights – 21 December 2011). 21-12-2011

#### Implemented the agreement of 11 November, 2011 purchase-sale of shares of the Company

On 21 December 2011 the second transfer of the Company's shares pursuant to the Company's shares purchasesale agreement, dated 11 November 2011 (hereinafter – the Agreement), was performed: Russian company "Polair", indirectly acting through UAB "VAIDANA" (hereinafter - the Buyer) has acquired from KJK Fund SICAV-SIF, Amber Trust SCA SICAF-SIF, Firebird Republics Fund, Ltd and Firebird Avrora Fund, Ltd remaining 6,114,453 units of shares of the Company (i. e. 15.43% of all the shares of the Company) pursuant to the Agreement paying EUR 0.53970482 for a single share.

At the moment the Purchaser holds 23,716,668 ordinary registered shares of the Company, constituting 59.86 percent of all shares and votes carried by them at the general meeting of shareholders of the Company. 16-12-2011

# Notification about the intention to submit a non-competitive mandatory tender offer On 15 December 2011 Snaige AB received a notification that UAB, VAIDANA", registered address Konstitucijos pr.

7, Vilnius, Lithuania, legal entity code 302473720 (hereinafter referred to as the "Offeror"), on 12 December 2011 acquired more than 1/3 (one third) of shares of Snaige AB (legal form: public limited liability company, legal entity code 249664610, registered at Pramone's St. 6, Alytus, the Republic of Lithuania, data about the company are collected and kept in the Register of Legal Persons of the Republic of Lithuania) (hereinafter referred to as the Company) and hold 17 602 215 (seventeen million six hundred two thousand two hundred fifteen) ordinary registered shares of the Company with the par value of LTL 1 (one litas) each, constituting 44,43% (forty four and forty three hundredths percent) of shares and votes carried by them at the general meeting of shareholders of the Company.

The Offeror intends to submit a non-competitive mandatory tender offer to buy up the remaining 22 020 180 (twenty two million twenty thousand one hundred eighty) ordinary registered shares of the Company with the par value of LTL 1 (one litas) each, constituting 55.57% (fifty five and fifty seven hundredths percent) of shares and votes carried by them at the general meeting of shareholders of the Company. However, as it was announced in the notification on material event dated 12 December 2011, pursuant to the amendment of the purchase-sale of shares and convertible bonds of the Company, not later than by 26 December 2011, the same sellers shall transfer to the Offeror 6 114 453 (six million one hundred fourteen thousand four hundred fifty three) shares of the Company, i.e. 15.43% (fifteen and forty three hundredths percent) of all shares issued by the Company. Upon completion of such transfer the Offeror shall hold 23 716 668 (twenty three million seven hundred sixteen thousand six hundred sixty eight) ordinary registered shares of the Company, constituting 59.86% (fifty nine and eighty six hundredths percent) of shares and votes carried by them at the general meeting of shareholders of the Company. Therefore, the non-competitive mandatory tender offer shall be applicable to 15 905 727 (fifteen million nine hundred five thousand seven hundred twenty seven) ordinary registered shares of the Company with the par value of LTL 1 (one litas) each, constituting 40,14% (forty and fourteen hundredths percent) of shares and votes carried by them at the general meeting of shareholders of the Company

Intended way of settlement for the securities to be bought up is in cash

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## 15-12-2011

#### Notification about disposal of voting rights

On 15 December 2011 Snaige AB received a notification about disposal of voting rights in the company by ING LUXEMBURG S.A., Firebird Republics Fund, Ltd. and Firebird Avrora Fund, Ltd (the date of the transaction is 12 December 2011).

#### 14-12-2011

#### The Chairman of the Board is elected

In the Board meeting on the 14th of December, 2011 Aleksey Kovalchuk had been elected to the position of the Chairman of the Board of Snaige AB.

#### 14-12-2011

#### **Resolutions of the Extraordinary General Meeting of Shareholders**

On 14 December 2011 the Extraordinary General Meeting of Shareholders of the Company took place.

#### The following decisions were adopted during the meeting:

1. To revoke the Board of the Company in corpore.

2. To elect Robin Peter Walker, Andrey Dribny, Aleksey Kovalchuk, Mikhail Stukalo, Martynas Česnavičius and Robertas Beržinskas as the members of the Board for its new term of office.

3. To revoke the Audit Committee of the Company in corpore.

#### 13-12-2011

#### Notifications on transactions of managers of the companies

Snaige AB has received notifications on the transactions in issuer's securities concluded by the persons closely associated with the managers of the issuer.

#### 13-12-2011

#### Notification about acquisition of voting rights

On 12 December 2011 Snaige AB received a notification about acquisition of voting rights in the company by UAB "VAIDANA" (the date of acquisition of voting rights – 12 December 2011).

#### 13-12-2011

## Notification about disposal of voting rights

On 12 December 2011 Snaige AB received a notification about disposal of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund, Ltd. and Amber Trust S.C.A. SICAV-SIF (the date of the transaction is 11 November 2011, the date of disposal of voting rights - 12 December 2011). 12-12-2011

#### The agreement for purchase-sale of shares and convertible bonds of the company was amended, part of shares according to the agreement was transferred

On 12 December 2011, Russian company "Polair", indirectly acting through UAB "VAIDANA" (hereinafter, the "Buyer"), and KJK Fund SICAV-SIF, Amber Trust SCA SICAF-SIF, Firebird Republics Fund, Ltd and Firebird Avrora Fund, Ltd (hereinafter, the "Sellers") signed the amendment to the agreement for purchase-sale of shares and convertible bonds of the Company, dated 11 November 2011 (hereinafter, the "Agreement"), the signature of which was announced by the Company on 14 November 2011, by notifying the notification on material event. It was established by the amendment of the Agreement that shares of the Company held by the Sellers (i.e. 23,716,668 ordinary registered shares of the Company, constituting 59.86 percent of all shares and votes carried by them at general meeting of shareholders of the Company) will be transferred to the Buyer in two stages - on 12 December 2011 and not later than until 26 December 2011.

On 12 December 2011 the Buyer acquired the title to 17,602,215 shares of the Company (i. e. 44.43% of all the shares of the Company) from the Sellers. The Buyer paid to the Sellers in total EUR 9,500,000.28 for all the acquired shares of the Company (i. e. EUR 0.53970482 for a single ordinary registered share of the Company).

The remaining 6,114,453 units of shares of the Company, held by the Sellers (i. e. 15.43% of all the shares of the Company) shall be transferred to the Buyer paying EUR 0.53970482 for a single share not later than until 26 December 2011.

Following the acquisition of title to shares of the Company by the Buyer he is required, under the Lithuanian takeover regulations, to submit and implement a mandatory tender offer to buy up the remaining voting shares of the Company and its securities confirming the right to acquire voting securities, unless the Buyer would transfer the shares of the Company, which entitle to more than 1/3 of votes in its general meeting of shareholders under the terms of the applicable legal acts. According to the knowledge of the Company, after the acquisition of its shares by the Buyer, the Buyer will submit and implement the mandatory tender offer following the terms and conditions, set in the applicable laws.

#### 30-11-2011

#### Additions to the agenda of the Extraordinary General Meeting of Shareholders Snaige AB, convened on 14 December 2011

On 14 December 2011 the Extraordinary General Meeting of Shareholders of Snaige AB, the address of head office Pramone's str. 6, Alytus, the company code 249664610 (hereinafter, the "Company") is convened (hereinafter, the "Meeting").

The place of the meeting – main meeting hall of the Company, at the address Pramones str. 6, Alytus, Lithuania. The Meeting commences – at 10 a.m. (registration starts at 9.30 a.m.). The Meeting's accounting day - 7 December 2011 (the persons who are shareholders of the Company at the end of accounting day of the General Meeting of Shareholders or authorized persons by them, or the persons with whom shareholders concluded the agreements on the disposal of voting right, shall have the right to attend and vote at the General Meeting of Shareholders). The Board of directors of the Company initiates and convenes the meeting. Agenda of the Meeting:

1) Revocation of the Board of the Company in corpore; 2) Appointment of the new Board of the Company:

3) Revocation of the Audit Committee of the Company in corpore. The Company shall not provide the possibility to participate and vote in the Meeting through electronic 25-11-2011

#### Snaige AB information regarding Bankas Snoras AB

Refering to the announcement of the Government of Lithuania on 16 November 2011 to take over 100 per cent shares of Bankas Snoras AB for the needs of the society, please be informed, that this will have no effect to the performance of results of Snaige AB. 14-11-2011

#### Regarding termination of public tender for sale of shares of OOO Techprominvest held by the company

On 14 November 2011 the Board of the Company decided to terminate the public tender for sale of 100% of shares of OOO Techprominvest (hereinafter, "TPI"), held by the Company (as it is indicated in the notification on material event of the Company, dated 3 October 2011), as during the tender no offer was received, in which the purchase price of shares of TPI would be not less than the minimal sale price of this asset, set by the Company. 14-11-2011

## Convocation of the Extraordinary General Meeting of Shareholders On 14 December 2011 the Extraordinary General Meeting of Shareholders of Snaige AB, the address of head ofter, the "Meeting").

The place of the meeting – main meeting hall of the Company, at the address Pramones str. 6, Alytus, Lithuania. The Meeting commences - at 10 a.m. (registration starts at 9.30 a.m.). The Meeting's accounting day - 7 December 2011 (the persons who are shareholders of the Company at the end of accounting day of the General Meeting of Shareholders or authorized persons by them, or the persons with whom shareholders concluded the agreements on the disposal of voting right, shall have the right to attend and vote at the General Meeting of Shareholders). The Board of directors of the Company initiates and convenes the meeting. Agenda of the Meeting:

1) Revocation of the Board of the Company in corpore 2) Appointment of the new Board of the Company. 14-11-2011

# Agreement regarding sale-purchase of shares and convertible bonds of the company is signed

On 11 November 2011, Russian company "Polair", indirectly acting through UAB "VAIDANA" (hereinafter, the "Buyer"), entered into legally bounding agreement with the shareholders of the Company KJK Fund SICAV-SIF, Amber Trust SCA SICAF-SIF, Firebird Republics Fund, Ltd and Firebird Avrora Fund, Ltd (hereinafter, the "Sellers") on sale to the Buyer of all shares of the Company (i.e. 23,716,668 ordinary registered shares of the Company, constituting 59.86 percent of all shares and votes carried by them at general meeting of shareholders of the Company) and convertible bonds of the Company (i. e. 43,000 convertible bonds), held by the Sellers. The transfer of title to Company's shares to the Buyer has to be executed on 12 December 2011 or on earlier date, agreed by the parties. The Buyer shall pay to the Sellers in total EUR 12,800,000 for all the shares of the Company being sold (i. e. EUR 0.5397 for a single ordinary registered share of the Company) according to terms and conditions of the indicated agreement.

Following the acquisition of title to shares of the Company, the Buyer will be required, under the Lithuanian takeover regulations, to submit and implement a mandatory tender offer to buy up the remaining voting shares of the Company and its securities confirming the right to acquire voting securities, unless the Buyer would transfer the shares of the Company, which entitle to more than 1/3 of votes in its general meeting of shareholders under the terms of the applicable legal acts. According to the knowledge of the Company, after the acquisition of its shares by the Buyer as it is indicated above, the Buyer will submit and implement the mandatory tender offer following the terms and conditions, set in the applicable laws. Law firm TARK GRUNTE SUTKIENE acted as the legal counsel to the Sellers, law firm LAWIN Vilnius acted as legal counsel to the Buyer.

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fice Pramones str. 6, Alytus, the company code 249664610 (hereinafter, the "Company") is convened (hereinaf-

#### 26-10-2011

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#### "Snaigė"AB has earned 552 thousand LTL

According to the unaudited non-consolidated data, during the 9 months of 2011, "Snaige" AB achieved turnover in the amount of LTL 93.4 million, i.e. by 5 per cent more than in the same period of the last year, when the unaudited non-consolidated turnover amounted to LTL 88.7 million. Within the 9 months the company achieved LTL 552 million of total unaudited non-consolidated profit, when last year during the same period the company had incurred LTL 905 thousand unaudited non-consolidated loss.

During the first three quarters of the year "Snaige" AB successfully introduced a new range of refrigerators with glass doors and a new refrigerator model with increased freezer compartment to Ukraine, Germany, Italy and other markets. These products have been positively evaluated by the company's customers and consumers. With the help of implementation of cost reduction programs, the Company managed to reduce the operate

costs during the first three quarters of the year by 10 percent.

According to Gediminas Čeika, "Snaigė" AB Managing Director, despite the successful delivery of products on the market and implemented cost saving programs, results of the three-quarters could be better. "Due to foreign currency exchange fluctuations, "Snaigė" AB had revaluated debts of closed factory in Kaliningrad. - said G. Ceika -"For this reason, the unaudited consolidated loss of "Snaige" AB amounted to LTL 4.3 million".

G. Čeika's sales and sluggish growth slowing prognosis were proved in consumption of both European and Baltic markets. "I think that not only "Snaige" AB, but also the majority of enterprises will not be satisfied with the significantly recovered sales this year. Contrary to initial expectations: the growth of consumption is slowing, while in some markets it is even decreasing." - said G. Ceika.

Rising costs of raw material and material also had a negative impact on the company's results during the third quarter.

According to the unaudited non-consolidated data EBITDA of "Snaige" AB of the 9 months of 2011 amounted to LTL 7.8 million.

Consolidated non-audited turnover of the company totaled LTL 90.7 million, while consolidated unaudited EBITDA was LTL 4 million.

#### 03-10-2011

#### Snaige AB decided to increase the capital of OOO Techprominvest and to sale its shares

The Board of Snaige AB (hereinafter, the "Company") in its meeting of 30 September 2011 adopted the following decisions:

1. To sell 100% of shares of OOO Techprominvest (hereinafter, "TPI"), held by the Company. In order to receive the maximum possible price for the shares of TPI being sold, it was decided to sell the indicated asset by way of public tender. The winner of the tender, which rules need to be prepared by the Manager of the Company, shall be recognised the participant of the tender, having offered the highest price for the shares of TPI. It is planned that the transaction regarding sale-purchase of TPI shares shall be closed by the end of month of October 2011.

2. To increase the authorised capital of TPI by not more than EUR 12 mill., recalculating the final amount of increase into rubbles according to official currency exchange rate of euro and rubbles o be announced by the Central Bank of the Russian Federation as on the date of increase of the authorised capital. The authorized capital of TPI shall be increased by not more than the aforementioned amount by additional cash contributions of the Company, by capitalising the whole debt of TPI payable to the Company or part thereof according to all and any arrangements, currently executed by the Company and TPI or to be executed in the future. Increase of the authorised capital of TPI shall be executed until sale of TPI shares.

According to AB "Snaige" General Director Gediminas Čeika, until now, the company tried to sell only the real estate of the Kaliningrad company. "We believe that selling the entire company will be easier and faster." - stated G. Čeika., A customer will purchase not only the property of the company, but also the ability to start business immediately without any additional permits and documents.

The company has long been trying to sell the factory in Kaliningrad, closed due to 2009 the ruble devaluation and economic downturn. Last year alone, for this factory "Snaige" suffered losses of 2 mln LT.

In G. Čeika opinion, the public competition of potential buyers will help to get the highest price. It is also expected that according to capitalized debt of the company the number of the potential buyers will increase. 29-08-2011

#### Regarding the relations of the buyer of the Term Sheet and the company "Polair"

Hereby Snaige AB provides additional information related to the notification on material event of 24 August 2011 regarding the buyer of the Term Sheet of 18 July 2011 regarding sale-purchase of shares of the company. On 29 August 2011 Snaige AB has received the information from the buyer according to the indicated Term Sheet TETAL GLOBAL LTD (hereinafter, the "Buyer") on the relations of the Buyer and the Russian company "Polair", according to which the controlling shareholder of the Buyer is Aleksei Kovalchuk, who also holds the controlling block of shares in the company "Polair".

#### 24-08-2011

Regarding the buyer of the Term Sheet regarding sale-purchase of shares of the company As it was indicated in the notification on material eventof 22 July 2011, on 18 July 2011 the shareholders of the company KJK Fund SICAV-SIF, Amber Trust SCA SICAF-SIF, Firebird Republics Fund, Ltd, and Firebird Avrora Fund, Ltd. entered into the Term Sheet with TETAL GLOBAL LTD (hereinafter, the "Buyer") on sale of all shares owned by the sellers in Snaige AB (i.e. 23,716,668 ordinary registered shares of the company, constituting 59.86 percent of all shares and votes carried by them at general meetings of shareholders of Snaige AB) to the Buyer, which established the main stages of the negotiations for the transaction and terms of their implementation. Hereby we confirm that the Buyer according to the indicated Term Sheet is TETAL GLOBAL LTD, and not Russian company "Polair" as it was not correctly indicated in the article "Lithuanian "Snaige" shall be animated by Russians" of the daily "Lietuvos rytas" (No. 192) of 22 August 2011. Snaigė AB does not dispose official information on the question, whether the Buyer is associated with the indicated company "Polair", and on 22 August 2011 has provided the query to the Buyer, according to which it asks to provide the information on whether the Buyer is associated with the company "Polair" and, if so, of what character these relations are. Upon receipt of the answer to the indicated query, Snaige AB shall announce the clarifying announcement on material event.

#### 25-07-2011

Unaudited activity result of Snaige AB for the first half-year period of 2011 According to the unaudited non-consolidated data, during the I half-year 2011, Snaige AB achieved turnover in the amount of LTL 56.2 million, i.e. by 19 per cent more than in the same period of the last year, when the unaudited non-consolidated turnover amounted to LTL 47.2 million. Within the first half-year the company incurred LTL 0.7 million of total unaudited non-consolidated loss, i.e. almost by 5 times lower than during the same period last year.

According to Gediminas Čeika, AB Snaigė CEO, during the first half-year this year the company succeeded to manage the impact of rising costs of raw material and material on the company's results. Decreasing sales in the West markets were compensated by increasing sales of Snaige AB in the East. "A consolidated result of the company is worsened by a non-operating factory in Kaliningrad", states G.Čeika. G.Čeika is concerned about the low consumption not only in the euro area, but also in Lithuania and Ukraine. "Within the I quarter this year sales of Snaige AB grew by 30 per cent. During the II quarter – only by 10 per cent comparing with the same periods last year. These tendencies can remain till the end of the year", said G.Čeika. "I think that not only Snaige AB, but also the majority of enterprises will not be satisfied with the significantly recovered sales this year. Contrary to initial expectations: the growth of consumption is slowing, while in some markets it is even decreasing."

According to the unaudited non-consolidated data EBITDA of Snaige AB for I half-year of 2011 amounted to LTL 4.2 million, i.e. almost doubled the number carried out the previous year, when non-consolidated unaudited EBITDA comprised LTL 2.2 million.

A consolidated non-audited loss of Snaige AB was LTL 2.2 million. Consolidated non-audited turnover of the company totaled LTL 54.4 million, while consolidated unaudited EBITDA was LTL 3.4 million. The consolidated non-audited interim financial reports for 6 months of 2011, Semi-annual consolidated financial statements for 2011 and the confirmation of accountable persons (attached). 22-07-2011

Term Sheet regarding sale-purchase of shares of the company is signed According to knowledge of Snaige AB, on 18 July 2011 the shareholders of the company KJK Fund SICAV-SIF, Amber Trust SCA SICAF-SIF, Firebird Republics Fund, Ltd and Firebird Avrora Fund, Ltd. (hereinafter, the "Sellers") entered into the Term Sheet with TETAL GLOBAL LTD (hereinafter, the "Buyer") on sale of all shares owned by the Sellers in Snaige AB (i.e. 23,716,668 ordinary registered shares of the company, constituting 59.86 percent of all shares and votes carried by them at general meetings of shareholders of Snaige AB) to the Buyer, which established the main stages of the negotiations for the transaction and terms of their implementation. The Buyer is entitled to perform a legal, financial, technical, environmental and business due diligence of Snaige AB until 18 October 2011, and in case the Buyer is satisfied with the results of the due diligence, negotiations would be conducted for the major and legally binding agreement on sale and purchase of shares in Snaige AB. In case the agreement on sale and purchase of shares in Snaige AB is signed, it will be implemented only if the investment committees and/or other corporate bodies of the Sellers approve the transaction. It is expected that the negotiations for the agreement on sale and purchase of shares in Snaige AB will be completed approximately by 18 November 2011, and subject to positive decisions of the investment committees and/or other corporate bodies of the Sellers, it is expected that the transaction of sale and purchase of shares in Snaige AB will be closed approximately by 18 November 2011. It is noteworthy that the Term Sheet signed between the parties is not a document legally binding on the parties – its main purpose is to state the parties' intentions to negotiate for conclusion of legally binding agreements, therefore, at this stage there is no certainty whether the transaction will actually be conducted.

## 13-05-2011

#### Amended Articles of Association with increased authorized capital has been registered

On 12 May 2011 the amended Articles of Association of Snaige AB with the increased up to LTL 39,622,395 (EUR 11,475,439) authorized capital was registered in the Register of Legal Entities. The authorized capital of the company was increased upon the requirement of the part of bondholders having converted shares to 23,386 units of convertible bonds which must be redeemed on 11 April 2011. The issue of 8,886,680 ordinary registered shares of LTL 1 nominal value each was issued for the increase of the authorized capital. 12-05-2011

#### Notification on transactions concluded by managers of the companies

Snaige AB has received notifications on the transactions in issuer's securities concluded by the manager of the issuer or the person closely associated with the manager of the issuer.

02-05-2011

#### The issue of convertible bonds was subscribed and paid

On 2 May 2011 was signed and paid AB Snaige unadvertised convertible 43,000 bonds issue with nominal value of LTL 100 and 9 percent annual interest rate. Nominal value of the issue is LTL 4,300,000. Redemption of bonds is on 2 May 2013.

29-04-2011

#### Annual information for the year 2010

Annual information as of financial year 2010 approved by ordinary shareholders meeting of Snaige, AB which took place on April 29, 2011.

29-04-2011

#### Resolutions of the E General Meeting of Shareholders

The General Meeting of shareholders of Snaige AB was held on 29 April 2011. The meeting heard the consolidated annual report of the Company for the year 2010 and the Auditor's report for the year 2010.

At the meeting was made following resolutions:

1.To approve the set of financial statements of the company for 2010.

2. To approve the distribution of profit (loss) of "Snaige" AB:

Non-distributed profit at the end of the last financial year: - LTL 13.028.614 (-EUR 3.773.347,43)

Share premium for covering of loss: LTL 13 028 614 (EUR 3 773 347,43)

Net result - profit (loss) of financial year: - LTL 671.517 (-EUR 194.484,77)

Transfers from reserves: LTL 1 860 000 (EUR 538 693,23)

Contributions of shareholders to cover loss: LTL 0 (EUR 0)

Share premium for covering of loss: 0

Distributable result- profit (loss) at the end of financial year: LTL 1.188.483 (EUR 344.208,46) Distribution of profit:

Portion of profit allocated to reserves foreseen by law: LTL 0 (EUR 0)

Portion of profit allocated to other reserves: LTL 0 (EUR 0)

#### - for support and charity: LTL 0 (EUR 0)

For social and cultural needs: LTL 30 000 (8 688,6 EUR)

Portion of profit allocated for payment of dividends: LTL 0 (EUR 0)

Portion of profit allocated for payment of premiums: LTL 0 (EUR 0)

Portion of profit allocated for payment of tantiemes: LTL 0 (EUR 0)

Portion of profit allocated to reserve for acquisition of own shares: LTL 0 (EUR 0)

Portion of profit allocated to reserve for investments: LTL 1.158.483 (EUR 335.519,86)

Non-distributed result - profit (loss) at the end of financial year: LTL 0 (EUR 0)

3. To increase of members of the Board to 6 members.

4. To elect Kustaa Aima, Jaakko Salmelin and Harvey Sawikin for the members of the Board until the end of term of office of the Board.

5. To elect Antti Partanen and Steve Gorelik until the end of term of office of the Board.

6. To elect the audit firm "Ernst & Young Baltic" UAB for auditing purposes of financial statements for 2011by extending the agreement with this firm. To authorize (with the right to subdelegate) the Director General of the company to sign the extension of the agreement with the audit firm by establishing the terms of payment for the audit services and other terms.

7. To issue and distribute in private placements the issue of convertible bonds of the Company

- total number of convertible bonds: 43.000 units;

- nominal value of the convertible bond: LTL 100:

- issue price per convertible bond: LTL 100;

- total nominal value: LTL 4.300.000;

- total amount of the issue: LTL 4.300.000;

- the rights granted to holders of convertible bonds: according to the set order to receive interest from the Company; on redemption day to receive a redemption amount or to request to change convertible bonds to the shares at the end of redemption term; also, all other rights set to the creditors of the companies by the laws; - subscription and payment day: 2 May 2011;

#### - duration: 732 days;

- interest: 9 % per annum;
- the method of interest calculation: act/365;
- redemption day: 2 May 2013:
- payment of interest: 2 May 2012 and 2 May 2013

- the redemption day of convertible bonds:
- value each (one Litas));

- inclusion into trading in the regulated market: the issue will not be involved into trading in the regulated market. 8. In order to fulfill Company's obligations related with the short-term financing of the Company by redeeming the previous issue of convertible bonds on 11 April 2011 and to distribute the new issue of convertible bonds within the shortest term possible, to withdraw for all the shareholders the pre-emption right to acquire convertible bonds of the new issue in proportion to the total par value of the shares, held by them. To grant the right to acquire all convertible bonds of the new issue to KJK Fund SICAF-SIF, Societe d'investissement a capital variable - fonds d'investissement specialise (head office is registered at the address 412F, route d'Esch L-1030, Luxemburg, registration No. B 86 728) – provided the right to acquire 22906 units bonds, Firebird Republic Fund, Ltd., the company established under the laws of Cayman Islands (head office is registered c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands) - provided the right to acguire 9110 units bonds, Firebird Avrora Fund, Ltd., the company established under the laws of Cayman Islands (head office is registered c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands) - provided the right to acquire 3847 units bonds, Amber Trust S.C.A., Societe d'Investissement a Capital Fixe Qualifying as fonds d'Investissement Specialise (head office is registered at the address 412F, route d'Esch L-1030, Luxemburg, registration No B 87 145) - provided the right to acquire 7137 units bonds. 9. In case holders of convertible bonds will require in a set order to change convertible bonds to shares 10 days before the redemption of convertible bonds (2 May 2013), to increase the authorized capital of the Company by the amount equal to total nominal value of shares, to which convertible bonds will be changed and to amend articles 4.1 and 5.1 of the Articles of Association accordingly;

- As the number of Board members is increase to six members, the article 6.1.2 of the Articles of Association cor-
- To amend the article 12.1 of the Articles of Association of the company with the following new edition, which Lithuania".

10. Issue of agenda: To authorize (with the right to subdelegate) the Director General of the Company Mr Gediminas Čeika:

to sign on behalf of the Company the convertible bonds subscription agreement and other documents, related to the convertible bonds issue;

- to sign the amended Articles of Association and to register it in the Register of Legal Entities (authorization is valid for the amendment of the Articles of Association concerning the articles 6.1.2 and 12.1 and for the change of convertible bonds to shares under the set order and due to this reason changing the articles 4.1 and 5.1 of the Articles of Association).

#### 28-04-2011

Turnover of AB Snaige rose by 30 per cent during the first quarter of this year According to unaudited unconsolidated data, during the first quarter of 2011, AB Snaige achieved the turnover of 22.9 million litas, i.e. over 30 per cent more than in the same period of the last year, when the turnover was 17.6 million litas. During the first quarter, the company had 1.5 million litas of unaudited unconsolidated total loss, i.e. 2 times lower than during the same period last year. According to Gediminas Čeika, AB Snaige CEO, in the first quarter, the company's turnover has increased thanks to the recovery in the Ukrainian market and stronger sales in Lithuania and the new Uzbekistan and Tajikistan markets. "While sales and earnings were growing, profits from increased sales were not compensated the marked price increase of raw materials in the first quarter (especially metals and plastics)," G. Čeika says. "If the raw material price increases continue, the company's year may be less successful than we planned, despite growing sales."

In order to offset raw material price increases, the company intensified the programmes for reduction of production cost and expenditure, initiated comprehensive rearrangement of its procurement division continues to improve inventory management.

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- shares, for which the convertible bonds shall be changed: ordinary registered shares of LTL 1 nominal value, granting its holders property and non-property rights set by the laws and Articles of Association of the Company; - the conditions of change of convertible bonds to shares: convertible bonds shall be changed to shares accordingly to the request of the holder submitted to the Company in written no later than 10 business days before

- the term of exchange: convertible bonds shall be changed to shares on the redemption day; - the ratio of change to shares: 1:100 (one convertible bond shall be changed to 100 shares of LTL 1 nominal

respondingly is changed accordingly, a new edition of which after the amendment will be as follows: "6.1.2. The Board consists of six members and is elected for the term of office of four years".

is in compliance with the requirements of the Law on Companies of the Republic of Lithuania: "The Articles of Association of the company can be amended under the order set by the Law on Companies of the Republic of

According to unaudited, unconsolidated data, AB Snaige's EBITDA on the first quarter of 2011 amounted to 0.99 million litas, i.e. almost 10 times more than last year during the same period, when the unaudited non-consolidated EBITDA amounted to 0.101 million litas.

Consolidated unaudited results of the company of the first guarter of 2011 were negatively affected by maintenance costs of the closed Kaliningrad plant, and currency fluctuations. Accordingly, the unaudited consolidated AB Snaige's gross loss was 2.176 million litas. The company's unaudited consolidated turnover amounted to 22.3 million litas, unaudited consolidated EBITDA amounted to 0.68 million litas. 19-04-2011

#### The issue of convertible bonds was subscribed and paid

On 18 April 2011 the issue of convertible bonds was subscribed and paid:

- total number of convertible bonds: 30,000 units;
- nominal value of the convertible bond: LTL 100;
- issue price per convertible bond: LTL 100;
- total nominal value: LTL 3,000,000;
- total amount of the issue: LTL 3,000,000;

- the rights granted to holders of convertible bonds: according to the set order to receive interest from the Company; on redemption day to receive a redemption amount or to request to change convertible bonds to the shares at the end of redemption term; also, all other rights set to the creditors of the companies by the laws; - subscription and payment day: 18 April 2011;

- duration: 725 days;
- interest: 9 % per annum;
- the method of interest calculation: act/365;
- redemption day: 12 April 2013;
- the redemption price per convertible bond: LTL 100;
- payment of interest: once per quarter on the last day of the quarter (if the last day of the quarter is not a business day - the next business day), also on the redemption day or the day of change to the shares;
- shares, for which the convertible bonds shall be changed: ordinary registered shares of LTL 1 nominal value, gran-
- ting its holders property and non-property rights set by the laws and Articles of Association of the Company; the conditions of change of convertible bonds to shares: convertible bonds shall be changed to shares accordingly to the request of the holder submitted to the Company in written no later than 10 business days before the redemption day of convertible bonds;
- the term of exchange: convertible bonds shall be changed to shares on the redemption day;
- the ratio of change to shares: 1:100 (one convertible bond shall be changed to 100 shares);
- inclusion into trading in the regulated market: the issue will not be involved into trading in the regulated market. During private placement all convertible bonds of the issue were subscribed and paid by Šiaulių banko turto fondas, UAB.

#### 18-04-2011

#### **Resolutions of the Extraordinary General Meeting of Shareholders**

The following resolutions were made during the repeat Extraordinary General Meeting of Shareholders held on 18 April 2011:

- 1. To issue and distribute in private placement the issue of convertible bonds of the Company:
- total number of convertible bonds: 30,000 units:
- nominal value of the convertible bond: LTL 100;
- issue price per convertible bond: LTL 100;
- total nominal value: LTL 3,000,000;
- total amount of the issue: LTL 3,000,000;

- the rights granted to holders of convertible bonds: according to the set order to receive interest from the Company; on redemption day to receive a redemption amount or to request to change convertible bonds to the shares at the end of redemption term; also, all other rights set to the creditors of the companies by the laws; - subscription and payment day: 18 April 2011;

- duration: 725 days;
- interest: 9 % per annum;
- the method of interest calculation: act/365;
- redemption day: 12 April 2013;
- the redemption price per convertible bond: LTL 100;
- payment of interest: once per quarter on the last day of the quarter (if the last day of the quarter is not a business day – the next business day), also on the redemption day or the day of change to the shares;
- shares, for which the convertible bonds shall be changed: ordinary registered shares of LTL 1 nominal value, granting its holders property and non-property rights set by the laws and Articles of Association of the Company;

- the redemption day of convertible bonds;
- the term of exchange: convertible bonds shall be changed to shares on the redemption day;
- the ratio of change to shares: 1:100 (one convertible bond shall be changed to 100 shares);
- Vilniaus str. 167, Šiauliai, Lithuania.
- 3. In case holders of convertible bonds will require to change convertible bonds to shares, in a set order:
- which convertible bonds will be changed;
- to amend articles 4.1 and 5.1 of the Articles of Association accordingly. 4. To authorize (with the right to subdelegate) the Managing director of the Company Mr Gediminas Čeika:
- ted to the convertible bonds issue;
- gister of Legal Entities. 12-04-2011

#### On the implementation of mandatory non-competitive tender offer report

On 12 April 2011 Snaige AB received a report from its shareholders KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd. and Firebird Avrora Fund, Ltd. on the implementation of the mandatory non-competitive tender offer. Through the implementation period of the tender offer, the aforementioned shareholders bought-up 4,352,213 ordinary registered shares of Snaige AB, with nominal value of LTL 1 each (ISIN code LT0000109274), which represent 14,16 percent voting rights at the general meeting of shareholders of the company. 12-04-2011

#### Notification about acquisition of voting rights

On 11 April 2011 Snaige AB received a notification about acquisition of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund Ltd. and Amber Trust S.C.A. (the date of the transaction is 5 April 2011).

It was informed by the notification inter alia that the notifications of the acquisition of voting rights of ING Luxembourg S.A. and Firebird Republics Fund Ltd. dated 7 April 2011, were provided on behalf of separate persons, the votes of which to be calculated collectively (the shares of Snaige AB, held by KJK Fund SICAV-SIF and Amber Trust S.C.A. are accounted on the securities account of ING Luxembourg S.A.), and the attached notification is provided on behalf of all the group of the indicated persons. Thus, the information on the voting rights held by the group of the mentioned persons, presented in the attached notification shall be deemed final and correct. 11-04-2011

# Snaige AB has fully redeemed the bonds issued in 2010 shares, the rest was redeemed by the Company Snaige AB. 08-04-2011

Convocation of the General Meeting of Shareholders On 29 April 2011 the General Meeting of Shareholders of Snaige AB, the address of head office Pramones str. 6, Alytus, the company code 249664610 (further Company) is convened. The place of the meeting - main meeting hall of the Company, at the address Pramone's str. 6, Alytus, Lithuania. The Meeting starts - at 10 a.m. (registration starts at 9:45 a.m.). The Meeting's accounting day - 21 April 2011 (the persons who are shareholders of the Company at the end of accounting day of the General Meeting of Shareholders or authorized persons by them, or the persons with whom shareholders concluded the agreements on the disposal of voting right, shall have the right to attend and vote at the General Meeting of Shareholders). The rights accounting day – 13 May 2011 (the shareholders will use property rights arising from the resolutions accepted during the General Meeting of Shareholders on a ratio basis of number of shares at the end of the rights accounting day).

- the conditions of change of convertible bonds to shares: convertible bonds shall be changed to shares accordingly to the request of the holder submitted to the Company in written no later than 10 business days before

- inclusion into trading in the regulated market: the issue will not be involved into trading in the regulated market. 2. In order to fulfill obligations related to Company's short term financing for redemption of the previous issue of convertible bonds on 11 April 2011 and to distribute the new issue of convertible bonds within the shortest term possible, to withdraw for all the shareholders the pre-emption right to acquire convertible bonds of the new issue in proportion to the total par value of the shares, held by them. To grant the right to acquire all convertible bonds of the new issue to "Šiauliu banko turto fondas" UAB, company code 145855439, the address of head office

- to increase the authorized capital of the Company by the amount equal to total nominal value of shares, to

- to sign on behalf of the Company the convertible bonds subscription agreement and other documents, rela-

- by changing convertible bonds to shares, to sign the amended Article of Association and to register it in the Re-

On the 11th of April, 2011, Snaige AB had fully redeemed the bonds LT1000401315 - 61 372 units, issued in 2010. The part of the bonds (23 086 units) was converted by Company's shareholders into Snaige AB ordinary

#### The Board of directors of the Company initiates and convenes the meeting. Agenda of the Meeting:

1 issue of agenda: Annual report of "Snaige" AB on the company's activity for 2010;

2 issue of agenda: Auditor's conclusion on the company's financial statements for 2010:

3 issue of agenda: Approval of the set of financial statements of the company for 2010;

4 issue of agenda: Approval of distribution of profit (loss) of "Snaige" AB; 5 issue of agenda: Increase of members of the Board to 6 members.

6 issue of agenda: Election of Board members till the end of term of office of the Board.

7 issue of agenda: Election of members of Audit Committee till the end of term of office of the Board. 8 issue of agenda: Election of the audit firm for auditing purposes of financial statements and establishment of

terms regarding the payment for audit services.

9 issue of agenda: Issuing of convertible bonds.

10 issue of agenda: Withdrawal of the shareholders' right of pre-emption to acquire convertible bonds.

11 issue of agenda: Increase of the authorized capital and amendment of the Articles of Association.

#### 12 issue of agenda: Authorizations

The Company shall not provide the possibility to participate and vote in the Meeting through electronic communication channels.

#### 08-04-2011

#### Resignation of the Member of the Audit committee

On the 8th of April, 2011, Kustaa Aima, the member of the Audit committee of "Snaige" AB, informed about the resignation from the members of the Audit committee from the 29th of April, 2011. 07-04-2011

## Notification about acquisition of voting rights

Snaige, AB received a notification about acquisition of voting rights from ING LUXEMBOURG S.A. and FIREBIRD **REPUBLICS FUND, LTD.** 

#### 04-04-2011

#### Convocation of the repeat Extraordinary General Meeting of Shareholders

On 18 April 2011 the Extraordinary General Meeting of Shareholders of Snaige AB, the address of head office Pramones str. 6, Alytus, the company code 249664610 (further Company) is convened.

The place of the meeting - main meeting hall of the Company, at the address Pramone's str. 6, Alytus, Lithuania. The Meeting starts - at 10 a.m. (registration starts at 9:00 a.m.).

The Meeting's accounting day - 11 April 2011 (the persons who are shareholders of the Company at the end of accounting day of the General Meeting of Shareholders or authorized persons by them, or the persons with whom shareholders concluded the agreements on the disposal of voting right, shall have the right to attend and vote at the General Meeting of Shareholders).

The rights accounting day – 3 May 2011 (the shareholders will use property rights arising from the resolutions accepted during the General Meeting of Shareholders on a ratio basis of number of shares at the end of the rights accounting day).

The Board of directors of the Company initiates and convenes the meeting.

#### Agenda of the Meeting:

1. Regarding the issue of the convertible bonds.

2. Regarding the withdrawal of the shareholders' right of pre-emption to acquire convertible bonds.

3. Regarding the increase of the authorized capital and amendment of the Articles of Association.

4. Regarding the authorization.

The Company shall not provide the possibility to participate and vote in the Meeting through electronic communication channels.

#### 04-04-2011

The Extraordinary General Meeting of Shareholders did not take place

The Extraordinary General Meeting of Shareholders of Snaige AB did not take place on 4 April 2011 due to the absence of quorum.

24-03-2011

#### Opinion of the Board of Snaige AB about the submitted mandatory non-competitive tender

offer to buy shares of the company

The Board of Snaige AB, having familiarised itself with the mandatory non-competitive tender offer material presented to it by the offerors KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd. and Firebird Avrora Fund, Ltd., in its meeting held on 24 March 2011 made the following statement (attached).

#### 14-03-2011

#### Regarding approval of the circular of the non-competitive mandatory tender offer

On 14 March 2011, Snaige AB received an announcement from the shareholders KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd, and Firebird Avrora Fund, Ltd, about the decision of the Securities Commission of the Republic of Lithuania of 14 March 2011 to approve the circular of a non-competitive mandatory tender offer to buy up the remaining ordinary registered voting shares of Snaige AB. The tender offer price is EUR 0.33 (thirty three euro cents) per 1 (one) ordinary registered share of Snaige AB, LTL 1 (one litas) par value (ISIN code LT0000109274) each (equivalent in litas is equal to LTL 1.139424). Commencement of the implementation of the tender offer is on 18 March 2011, termination - on 31 March 2011. 14-03-2011

#### Resignation of the Member of the Management Board

On 10 March, 2011, member of the Management Board Snaige AB Nerijus Dagilis presented the request on the resignation from the members of Management Board from 26th of April, 2011. 10-03-2011

#### Convocation of the Extraordinary General Meeting of Shareholders On 4 April 2011 the Extraordinary General Meeting of Shareholders of Snaige AB, the address of head office Pra-

mones str. 6, Alytus, the company code 249664610 (further Company) is convened. The place of the meeting - main meeting hall of the Company, at the address Pramone's str. 6, Alytus, Lithuania. The Meeting starts - at 10 a.m. (registration starts at 9:00 a.m.). The Meeting's accounting day - 28 March 2011 (the persons who are shareholders of the Company at the end of accounting day of the General Meeting of Shareholders or authorized persons by them, or the persons with whom shareholders concluded the agreements on the disposal of voting right, shall have the right to attend and vote at the General Meeting of Shareholders).

The rights accounting day - 18 April 2011 (the shareholders will use property rights arising from the resolutions accepted during the General Meeting of Shareholders on a ratio basis of number of shares at the end of the rights accounting day).

The Board of directors of the Company initiates and convenes the meeting. Agenda of the Meeting:

1. Regarding the issue of the convertible bonds.

2. Regarding the withdrawal of the shareholders' right of pre-emption to acquire convertible bonds. 3. Regarding the increase of the authorized capital and amendment of the Articles of Association.

4. Regarding the authorization.

The Company shall not provide the possibility to participate and vote in the Meeting through electronic communication channels.

08-03-2011

#### Notification on the adjustment of the notification about the intention to submit a non-competitive mandatorytender offer

On 7 March 2011 Snaige AB received a notification that the notification about the intention to submit a non-competitive mandatory tender offer to buy up the remaining shares of Snaige AB (hereinafter referred to as the "Notification") on 8 February 2011 provided by KJK Fund SICAV-SIF, Luxembourg company Société d'investissement à capital variable – fonds d'investissement spécialisé, with its registered address at 412F, route d'Esch L-1030, Luxembourg, registration No. B 86 729, Firebird Republics Fund, Ltd., a company established according to laws of the Cayman Islands, with its registered address at c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands, and Firebird Avrora Fund, Ltd., a company established according to laws of the Cayman Islands, with its registered address at c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands (hereinafter jointly referred to as the "Offer Submitters") was prepared according to the incorrect data on the shares of Snaige AB, held by the person, acting in concert with the Offer Submitters, Amber Trust S.C.A., Luxembourg Société d'Investissement à Capital Fixe Qualifying as fonds d'Investissement specialise, with its registered address at 412F, route d'Esch L-1030 Luxembourg, registration No. B 87 145, and voting rights, granted thereof, which were provided due to the technical mistake. Due to the indicated reason in the Notification it was incorrectly indicated the number of shares of the company, collectively held by the group members as well as the number of shares intended to be bought up during the mandatory tender offer, i. e. in the Notification it was indicated that the number of shares, intended to be bought up during the mandatory tender offer is 19,218,720, constituting 62.53% of shares and votes carried by them at the general meeting of shareholders of Snaige AB, as well as that the Offer Submitters and Amber Trust S.C.A. collectively hold 11,516,995 shares of Snaige AB, constituting 37.47% of shares and votes carried by them at the general meeting of shareholders of the company. The correct respective numbers are the following: 18,859,920, i. e. 61.36% (the number of the remaining shares of Snaige AB and votes carried by them intended to be bought up during the mandatory tender offer) and 11,875,795, i.e. 38,64% (the number of shares of Snaige AB and votes carried by them, collectively held by the Offer Submitters and Amber Trust S.C.A.).

## 08-03-2011

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#### Announcement on the acquired revised notification about acquisition of voting rights

On 7 March 2011 Snaige AB received an announcement that due to a technical mistake in the notification about acquisition of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund and Amber Trust S.C.A. (the notification was announced on 8 February 2011) incorrect number of shares of the Snaige AB, held by Amber Trust S.C.A. and voting rights granted thereof were indicated – 2,732,825. The correct number is 3,091,625 shares and voting rights granted thereof.

Hereby we attach the aforementioned announcement and a revised notification about acquisition of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund and Amber Trust S.C.A. (the date of the transaction is 7 February 2011).

#### 21-02-2011

#### LTL 35. 56 million is the amount Snaige AB reduced its loss over the year

According to unaudited consolidated data, the consolidated unaudited turnover of Snaige AB comprised LTL 113.84 million over 2010 and consolidated unaudited net loss of Snaige AB

totaled LTL 2.6 million. In the same period of the previous year the consolidated unaudited net loss of the company was LTL 38.2 million.

Alytus factory incurred a consolidated unaudited loss only of LTL0.48 million in 2010.

According to the Director General Gediminas Čeika of Snaige AB this loss could be avoided. "This loss is the maintenance expenses of a closed Kaliningrad factory of Snaige AB and office in Moscow", stated G. Čeika. "Costs exceeded LTL 2 million and this directly affected our profitability figures. I am glad that in the nearest time the premises of Kaliningrad factory will be rented, therefore, the company will not incur loss due of these premises. Besides, we are expecting that the active search of potential purchaser of the factory, which is currently carried out, will be successful."

In Gediminas Čeika view, the company succeeded to overcome the most difficult years of economic recession. "Optimization of production and management, mobilization of capacity allowed not only to survive but also to maintain a stable operation, to retain a large part of its markets and marketability of production."

In 2010 Snaige AB exported its products to 30 European and Asian countries. The largest number of Lithuanian refrigerators was acquired by Germany, Ukraine, France and Portuguese.

We did not forget our consumers: in May we presented new energy-efficient refrigerators Snaigė Ice Logic A++ (using twice as little energy). These refrigerators became very marketable not only in Lithuania, but also in many European countries".

Consolidated unaudited EBITDA of the company for 2010 totaled LTL 9.5 million, i.e. by LTL 23.9 million more than in the same period of the previous year. Non-consolidated unaudited EBITDA of Alytus factory comprised LTL 10.12 million. According to the Gediminas Čeika it is undoubtedly positive index evaluating the company's activity.

In 2011 Snaige AB is going to invest LTL 3,7 million to new technology and new product development. 14-02-2011

Snaige AB has received announcement about the executive officer's transactions on theissuer's securities which have been made by the Managing director.

#### 08-02-2011

#### Notification about the intention to submit a non-competitive mandatory tender offer

On 8 February 2011 Snaige AB received a notification that KJK Fund SICAV-SIF, Luxembourg company Société d'investissement à capital variable - fonds d'investissement spécialisé, with its registered address at 412F, route d'Esch L-1030, Luxembourg, registration No. B 86 728, Firebird Republics Fund, Ltd., a company established according to laws of the Cayman Islands, with its registered address at c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands, and Firebird Avrora Fund, Ltd., a company established according to laws of the Cayman Islands, with its registered address at c/o Trident Trust Company (Cayman) Ltd., One Capital Place, P.O. Box 847 Grand Cayman, Cayman Islands (hereinafter jointly referred to as the "Offer Submitters"), pursuant to their Board decisions intend to submit a non-competitive mandatorytender offer to buy up the remaining 19,218,720 (nineteen million two hundred eighteen thousand seven hundred twenty) ordinary registered shares of Snaige AB (legal form: public limited liability company, legal entity code 249664610, registered at Pramones St. 6, Alytus, the Republic of Lithuania, data about the company are collected and kept in the Register of Legal Persons of the Republic of Lithuania) with the par value of LTL 1 (one litas) each, constituting 62.53% (sixty two and fifty three hundredths percent) of shares and votes carried by them at the general meeting of shareholders of Snaige AB.

The Offer Submitters and Amber Trust S.C.A. acquired more that 1/3 (one third) of shares of Snaige AB on 7 February 2011. The aforementioned companies collectively hold 11,516,995 (eleven million five hundred sixteen thousand nine hundred ninety five) ordinary registered shares of Snaige AB with the par value of LTL 1 (one litas) each, constituting 37.47% (thirty seven and forty seven hundredths percent) of shares and votes carried by them at the general meeting of shareholders of Snaige AB.

Intended way of settlement for the securities to be bought up is in cash.

#### 08-02-2011

Notification about acquisition of voting rights On 8 February 2011 Snaige AB received a notification about acquisition of voting rights in the company by KJK Fund SICAV-SIF, Firebird Republics Fund, Ltd., Firebird Avrora Fund and Amber Trust S.C.A. (the date of the tran-

saction is 7 February 2011). 08-02-2011

#### Notification about disposal of voting rights

Snaige AB received a notification about disposal of voting rights from Sampo Fund Management Ltd. 12-01-2011

Snaige AB notification on purchase-sale agreement of bonds in issue On 11 January 2011 Hermis Capital UAB signed an agreement to sell convertible bonds issued by Snaige AB (ISIN - LT1000401315, nominal value - 100 EUR, redemption date - 11 April 2011) for the following Snaige AB shareholders:

KJK Fund SICAV-SIF 6 617 bonds

Firebird Republics Fund, Ltd 1 629 bonds

Firebird Avrora Fund, Ltd 1 630 bonds

The transaction and the transfer of ownership rights should be completed by 21 January 2011. The agreement also gives buyers the rights to acquire the remaining 22 411 convertible bonds, which can be exercised until 10 April 2011.

#### **5.4 Strategies and Plans**

- To increasersales in Russian market.
- To increase commercial coolers sales in Russia, Ukraine
- Strengthen the brand in core markets
- Continue cost saving program
- Delivering cost synergies project together with Polair
- Developing commercial coolers segment together with Polair
- features
- To sell or to rent Kalingrad factory.

• To increase competitive advantage of the Company by introducing new products and new technological

6. Disclosure form concerning the compliance with the Governance Code for the companies listed on the regulated market

PRINCIPLES/ RECOMMENDATIONS	YES/NO /NOT APPLICABLE	
Principle I: Basic Provisions The overriding objective of a company should be to operate in com		
1.1. A company should adopt and make public the company's development strategy and objectives by clearly declaring how the company intends to meet the interests of its shareholders and optimize shareholder value.		The Company's business strategy is listed in the annual report, partly in the annual account, as well as in some press reports. The Company's published material events and announcements to investors also reflect the Company's policy.
1.2. All management bodies of a company should act in furtherance of the declared strategic objectives in view of the need to optimize shareholder value.	ILJ	The operational strategy of the Company is considered and approved by the Board of the Company; the strategy targets the need to ensure profitable performance with an ultimate view to increase the shareholders' equity.
		The compliance with the provisions of the Company's operational strategy is supervised by the Manager of the Company.
1.3. A company's supervisory and management bodies should act in close co-operation in order to attain maximum benefit for the company and its shareholders.	NOT APPLICABLE	The Company has not formed the Supervisory Board as the shareholders have refused to form such.
1.4. A company's supervisory and management bodies should ensure that the rights and interests of persons other than the company's shareholders (e.g. employees, creditors, suppliers, clients, local community), participating in or connected with the company's operation, are duly respected.		Company management bodies seeking to ensure that all persons who are participating in Company's activity or persons related with Company's activ- ity rights and interest will be respected. The Board of the Company monitors and assesses the performance of Company and the Company's Manager by analyzing the financial statement submitted by the Company's Manager, also the organization of the activities, data on the changes in equity
Principle II: The corporate governance framework The corporate governance framework should ensure the strategi bodies, an appropriate balance and distribution of functions betwee		e company, the effective oversight of the company's management 's bodies, protection of the shareholders' interests.
2.1. Besides obligatory bodies provided for in the Law on Companies of the Republic of Lithuania – a general shareholders' meeting and the chief exec- utive officer, it is recommended that a company should set up both a colle- gial supervisory body and a collegial management body. The setting up of collegial bodies for supervision and management facilitates clear separation of management and supervisory functions in the company, accountability and control on the part of the chief executive officer, which, in its turn, facil- itate a more efficient and transparent management process.	YES	The collegial management body – the Board is elected by shareholders. Upon the decision of the Shareholders since May 2006 the Supervisory Board is not formed.
2.2. A collegial management body is responsible for the strategic management of the company and performs other key functions of corporate governance. A collegial supervisory body is responsible for the effective supervision of the company's management bodies.		The Board of the Company is responsible for the formation of the Company's operational strategy, organization of the enforcement thereof, the representation and the protection of the shareholder's interest.
2.3. Where a company chooses to form only one collegial body, it is recom- mended that it should be a supervisory body, i.e. the supervisory board. In such a case, the supervisory board is responsible for the effective monitoring of the functions performed by the company's chief executive officer.		Only the Board is formed in the Company (upon the shareholders' decision of May 2006).
2.4. The collegial supervisory body to be elected by the general sharehold- ers' meeting should be set up and should act in the manner defined in Prin- ciples III and IV. Where a company should decide not to set up a collegial supervisory body but rather a collegial management body, i.e. the board, Principles III and IV should apply to the board as long as that does not con- tradict the essence and purpose of this body.	. 10	These principles apply to the Board to the extent they do not contradict the essence and the purpose of the Board.
2.5. Company's management and supervisory bodies should comprise such number of board (executive directors) and supervisory (non-executive directors) board members that no individual or small group of individuals can dominate decision-making on the part of these bodies. <sup>2</sup>		There are six Members of the Board and in the opinion of the shareholders this is sufficient.
2.6. Non-executive directors or members of the supervisory board should be appointed for specified terms subject to individual re-election, at maximum intervals provided for in the Lithuanian legislation with a view to ensuring necessary development of professional experience and sufficiently frequent reconfirmation of their status. A possibility to remove them should also be stipulated however this procedure should not be easier than the removal procedure for an executive director or a member of the management board.	NO	Upon the decision of the shareholders since May 2006 the Supervisory Board is not formed.

<sup>1</sup>Provisions of Principles III and IV are more applicable to those instances when the general shareholders' meeting elects the supervisory board, i.e. a body that is essentially formed to ensure oversight of the company's board and the chief executive officer and to represent the company's shareholders. However, in case the company does not form the supervisory board but rather the board, most of the recommendations set out in Principles III and IV become important and applicable to the board as well. Furthermore, it should be noted that certain recommendations, which are in their essence and nature applicable exclusively to the supervisory board, should not be applied to the board, as the competence and functions of these bodies according to the Law on Companies of the Republic of Lithuania (Official Gazette, 2003, No 123-5574) are different. For instance, item 3.1 of the Code concerning oversight of the management bodies applies to the extent it concerns the oversight of the chief executive officer of the company, but not of the board itself; item 4.1 of the Code concerning recommendations to the management bodies applies to the extent it relates to the provision of recommendations to the company's chief executive officer; item 4.4 of the Code concerning independence of the collegial body elected by the general meeting from the company's management bodies is applied to the extent it concerns independence from the chief executive officer.

<sup>2</sup> Definitions 'executive director' and 'non-executive director' are used in cases when a company has only one collegial body

2.7. Chairman of the collegial body elected by the general shareholders' meeting may be a person whose current or past office constitutes no obstacle to conduct independent and impartial supervision. Where a company should decide not to set up a supervisory board but rather the board, it is recommended that the chairman of the board and chief executive officer of the company should be a different person. Former company's chief executive officer should not be immediately nominated as the chairman of the collegial body elected by the general shareholders' meeting. When a company chooses to departure from these recommendations, it should furnish information on the measures it has taken to ensure impartiality of the supervision.

Principle III: The order of the formation of a collegial body to be elected by a The order of the formation a collegial body to be elected by a General Shareho countability of this body to the Shareholders and objective monitoring of the

3.1. The mechanism of the formation of a collegial body to be elected by a YES general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure objective and fair monitoring of the company's management bodies as well as representation of minority shareholders. 3.2. Names and surnames of the candidates to become members of a colle-YES The Shareholders at a General Shareholders' Meeting (when Board members gial body, information about their education, gualification, professional backare elected) are introduced with work experience, education, the other imground, positions taken and potential conflicts of interest should be disclosed portant information of the candidates for the Board which Company gets early enough before the general shareholders' meeting so that the shareabout the Board members. holders would have sufficient time to make an informed voting decision. All factors affecting the candidate's independence, the sample list of which is set out in Recommendation 3.7, should be also disclosed. The collegial body should also be informed on any subsequent changes in the provided information. The collegial body should, on yearly basis, collect data provided in this item on its members and disclose this in the company's annual report. 3.3. Should a person be nominated for members of a collegial body, such As candidates for the Board members introduce themselves for the share-YFS nomination should be followed by the disclosure of information on candiholders, and the shareholders while electing the board members have the date's particular competences relevant to his/her service on the collegial opportunity to decide about the candidates' competence and suitability to body. In order shareholders and investors are able to ascertain whether memrepresent shareholders' interests. In the Company annual report is published ber's competence is further relevant, the collegial body should, in its annual the competency (education, work experience, work positioms) of board chairreport, disclose the information on its composition and particular compeman and the composition of the board. tences of individual members which are relevant to their service on the collegial body. 3.4 In order to maintain a proper balance in terms of the current gualifications YES The Company's board and Audit Committee members have sufficiency of experience and skills, sufficiency of knowledge to perform their duties appropossessed by its members, the desired composition of the collegial body shall be determined with regard to the company's structure and activities, and priately. Shareholders decision to elect them as the Board of directors or have this periodically evaluated. The collegial body should ensure that it is Audit Committee members is made after their readiness and competence is evaluated. The Company has not yet drawn the salaries committee. composed of members who, as a whole, have the required diversity of knowledge, judgment and experience to complete their tasks properly. The mem-Shareholders of the Company on 14 December, 2011 during shareholders bers of the audit committee, collectively, should have a recent knowledge meeting revoked the audit committee in corpore. The new audit committee and relevant experience in the fields of finance, accounting and/or audit for will be elected during next shareholders meeting. the stock exchange listed companies. At least one of the members of the remuneration committee should have knowledge of and experience in the field of remuneration policy. 3.5. All new members of the collegial body should be offered a tailored pro-YES The Company makes opportunity for the Company's Board members to take gram focused on introducing a member with his/her duties, corporate organa look to the company's activity, thus newly elected members of the Board ization and activities. The collegial body should conduct an annual review to is provided a sufficiency of knowledge and information. Board members' skills and knowledge are constantly updated while they performance their identify fields where its members need to update their skills and knowledge. functions, during board meetings or individually.

3.6. In order to ensure that all material conflicts of interest related with a member of the collegial body are resolved properly, the collegial body should comprise a sufficient number of independent<sup>5</sup> members.

<sup>3</sup>Attention should be drawn to the fact that in the situation where the collegial body elected by the general shareholders' meeting is the board, it is natural that being a management body it should ensure oversight not of all management bodies of the company, but only of the single-person body of management, i.e. the company's chief executive officer. This note shall apply in respect of item 3.1 as well.

<sup>4</sup>The Code does not provide for a concrete number of independent members to comprise a collegial body. Many codes in foreign countries fix a concrete number of independent members (e.g. at least 1/3 or 1/2 of the members of the collegial body) to comprise the collegial body. However, having regard to the novelty of the institution of independent members in Lithuania and potential problems in finding and electing a concrete number of independent members, the Code provides for a more flexible wording and allows the companies themselves to decide what number of independent members is sufficient. Of course, a larger number of independent members in a collegial body is encouraged and will constitute an example of more suitable corporate governance

<sup>5</sup>It is notable that in some companies all members of the collegial body may, due to a very small number of minority shareholders, be elected by the votes of the majority shareholder or a few major shareholders. But even a member of the collegial body elected by the majority shareholders may be considered independent if he/she meets the independence criteria set out in the Code.

general shareholders' meeting
olders' Meeting should ensure representation of minority shareholders, ac-
e Company's operation and its management bodies. <sup>3</sup>

ΈS	The collegial management body – the Board is elected in the general meet-
	ing of shareholders according the Law of Lithuanian republic. Besidesthe
	candidates to the Members of the Board introduce themselves to the share-
	holders, providing information of the positions they hold in other compa-
	nies and their professional qualifications.

Until now the independence of the members of the Board has not been as-NO sessed, and the contents of the concept of "adequacy" of the independent members of the Board has not been discussed. The Company has not taken any decision concerning the implementation of these provisions in the future.

3.7. A member of the collegial body should be considered to be independent only if he is free of any business, family or other relationship with the company, its controlling shareholder or the management of either, that creates a conflict of interest such as to impair his judgment. Since all cases when member of the collegial body is likely to become dependant are impossible to list, moreover, relationships and circumstances associated with the determination of independence may vary amongst companies and the best practices of solving this problem are yet to evolve in the course of time, assessment of independence of a member of the collegial body should be based on the contents of the relationship and circumstances rather than their form. The key criteria for identifying whether a member of the collegial body can be considered to be independent are the following:

- 1) He/she is not an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) of the company or any associated company and has not been such during the last five years;
- 2) He/she is not an employee of the company or some any company and has not been such during the last three years, except for cases when a member of the collegial body does not belong to the senior management and was elected to the collegial body as a representative of the employees;
- 3) He/she is not receiving or has been not receiving significant additional remuneration from the company or associated company other than remuneration for the office in the collegial body. Such additional remuneration includes participation in share options or some other performance based pay systems; it does not include compensation payments for the previous office in the company (provided that such payment is no way related with later position) as per pension plans (inclusive of deferred compensations);
- 4) He/she is not a controlling shareholder or representative of such shareholder (control as defined in the Council Directive 83/349/EEC Article 1 Part 1):
- 5) He/she does not have and did not have any material business relations with the company or associated company within the past year directly or as a partner, shareholder, director or superior employee of the subject having such relationship. A subject is considered to have business relations when it is a major supplier or service provider (inclusive of financial, legal, counseling and consulting services), major client or organization receiving significant payments from the company or its group;
- 6) He/she is not and has not been, during the last three years, partner or employee of the current or former external audit company of the company or associated company;
- 7) He/she is not an executive director or member of the board in some other company where executive director of the company or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) is non-executive director or member of the supervisory board, he/she may not also have any other material relationships with executive directors of the company that arise from their participation in activities of other companies or bodies;
- 8) He/she has not been in the position of a member of the collegial body for over than 12 years;
- 9) He/she is not a close relative to an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) or to any person listed in above items 1 to 8. Close relative is considered to be a spouse (common-law spouse), children and parents.

3.8. The determination of what constitutes independence is fundamentally The Board has not defined the concept of independence. NO an issue for the collegial body itself to determine. The collegial body may decide that, despite a particular member meets all the criteria of independence laid down in this Code, he cannot be considered independent due to special personal or company-related circumstances. 3.9. Necessary information on conclusions the collegial body has come to in No such practice exists. NO its determination of whether a particular member of the body should be considered to be independent should be disclosed. When a person is nominated to become a member of the collegial body, the company should disclose whether it considers the person to be independent. When a particular member of the collegial body does not meet one or more criteria of independence set out in this Code, the company should disclose its reasons for nevertheless considering the member to be independent. In addition, the company should annually disclose which members of the collegial body it considers to be independent.

Until now the independence of the members of the Board has not been assessed, and the contents of the concept of "adequacy" of the independent members of the Board have not been discussed. The Company has not taken any decision concerning the implementation of these provisions in the future.

NO

3.10. When one or more criteria of independence set out in this Code has not been met throughout the year, the company should disclose its reasons for considering a particular member of the collegial body to be independent. To ensure accuracy of the information disclosed in relation with the independence of the members of the collegial body, the company should require independent members to have their independence periodically re-confirmed.

3.11. In order to remunerate members of a collegial body for their work and NOT APPLICABLE No such practice exists yet. participation in the meetings of the collegial body, they may be remunerated from the company's funds.<sup>6</sup> The general shareholders' meeting should approve the amount of such remuneration.

Principle IV: The duties and liabilities of a collegial body elected by the gene The corporate governance framework should ensure proper and effective fu ing, and the powers granted to the collegial body should ensure effective mo of all the company's shareholders.

4.1. The collegial body elected by the general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure integrity and transparency of the company's financial statements and the control system. The collegial body should issue recommendations to the company's management bodies and monitor and control the company's management performance.

4.2. Members of the collegial body should act in good faith, with care and responsibility for the benefit and in the interests of the company and its shareholders with due regard to the interests of employees and public welfare. Independent members of the collegial body should (a) under all circumstances maintain independence of their analysis, decision-making and actions (b) do not seek and accept any unjustified privileges that might compromise their independence, and (c) clearly express their objections should a member consider that decision of the collegial body is against the interests of the company. Should a collegial body have passed decisions independent member has serious doubts about, the member should make adequate conclusions. Should an independent member resign from his office, he should explain the reasons in a letter addressed to the collegial body or audit committee and, if necessary, respective company-not-pertaining body (institution).

4.3. Each member should devote sufficient time and attention to perform his duties as a member of the collegial body. Each member of the collegial body should limit other professional obligations of his (in particular any directorships held in other companies) in such a manner they do not interfere with proper performance of duties of a member of the collegial body. In the event a member of the collegial body should be present in less than a half of the meetings of the collegial body throughout the financial year of the company, shareholders of the company should be notified.

4.4. Where decisions of a collegial body may have a different effect on the company's shareholders, the collegial body should treat all shareholders impartially and fairly. It should ensure that shareholders are properly informed on the company's affairs, strategies, risk management and resolution of conflicts of interest. The company should have a clearly established role of members of the collegial body when communicating with and committing to shareholders.

4.5. It is recommended that transactions (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions), concluded between the company and its shareholders, members of the supervisory or managing bodies or other natural or legal persons that exert or may exert influence on the company's management should be subject to approval of the collegial body. The decision concerning approval of such transactions should be deemed adopted only provided the majority of the independent members of the collegial body voted for such a decision.

4.6. The collegial body should be independent in passing decisions that are significant for the company's operations and strategy. Taken separately, the collegial body should be independent of the company's management bodies . Members of the collegial body should act and pass decisions without an outside influence from the persons who have elected it. Companies should ensure that the collegial body and its committees are provided with sufficient administrative and financial resources to discharge their duties, in-

<sup>6</sup>It is notable that currently it is not vet completely clear, in what form members of the supervisory board or t nia (Official Gazette, 2003, No 123-5574) provides that members of the supervisory board or the board may l in the manner prescribed by Article 59 of this Law, i.e. from the company's profit. The current wording, contr (tantiems) should be the only form of the company's compensation to members of the supervisory board or t the board for their work in other forms, besides bonuses, although this possibility is not expressly stated eithe <sup>7</sup>See Footnote 3

<sup>8</sup>See Footnote 3. In the event the collegial body elected by the general shareholders' meeting is the board, it should provide recommendations to the company's single-person body of management, i.e. the company's chief executive officer

<sup>9</sup>It is notable that companies can make this requirement more stringent and provide that shareholders should be informed about failure to participate at the meetings of the collegial body if, for instance, a member of the collegial body participated at less than 2/3 or 3/4 of the meetings. Such measures, which ensure active participation in the meetings of the collegial body, are encouraged and will constitute an example of more suitable corporate governance

eral shareholders' meeting unctioning of the collegial body elected by the general shareholders' meet- onitoring <sup>7</sup> of the company's management bodies and protection of interests		
ES	These functions are performed by the Board elected by the general meeting of shareholders. The Board shall approve and submit to the general meeting of shareholders the annual report on the activities of the Company, finan- cial reports, evaluate the results of the business activities of the Company and assess the performance of the Manager of the Company.	
ES	In performing their duties the members of the Board are guided by the in- terests of the Company and in behalf of Shareholders.	
ES	Members of the Board act in accordance with the Rules of Procedure of the Board and allocate sufficient time for the performance of their duties.	
ES	There haven't been any cases of the conflict of interests between the share- holders and the Board. The Company has put in place the procedure of the provision of information to the shareholders in accordance with the Law on Companies, and this has been provided in the Articles of Association of the Company.	
10	There has been no suggestion to include such points into documents of asso- ciation. The Company's management bodies transactions concluding and approving acting in behalf of Company according Lithuanian Law and articles of Company	
ES	Since the collegial management body — the Board is elected by the General Meeting of Shareholders, in its decision making function the Board is independent from the Manager of the Company. The Company's Management ensures that the collegial body and its committees are provided with sufficient resources to carry their duties.	
e remu ary to th	I may be remunerated for their work in these bodies. The Law on Companies of the Republic of Lithua- nerated for their work in the supervisory board or the board by payment of annual bonuses (tantiems) ne wording effective before 1 January 2004, eliminates the exclusive requirement that annual bonuses I. So it seems that the Law contains no prohibition to remunerate members of the supervisory board or	

cluding the right to obtain, in particular from employees of the company, all the necessary information or to seek independent legal, accounting or any other advice on issues pertaining to the competence of the collegial body and its committees. When using the services of a consultant with a view to obtaining information on market standards for remuneration systems, the re- muneration committee should ensure that the consultant concerned does not at the same time advice the human resources department, executive di- rectors or collegial management organs of the company concerned.		
4.7. Activities of the collegial body should be organized in a manner that in- dependent members of the collegial body could have major influence in rel- evant areas where chances of occurrence of conflicts of interest are very high. Such areas to be considered as highly relevant are issues of nomination of company's directors, determination of directors' remuneration and control and assessment of company's audit. Therefore when the mentioned issues are attributable to the competence of the collegial body, it is recommended that the collegial body should establish nomination, remuneration, and audit committees. Companies should ensure that the functions attributable to the nomination, remuneration, and audit committees are carried out. However they may decide to merge these functions and set up less than three com- mittees. In such case a company should explain in detail reasons behind the selection of alternative approach and how the selected approach complies with the objectives set forth for the three different committees. Should the collegial body of the company comprise small number of members, the func- tions assigned to the three committees may be performed by the collegial body itself, provided that it meets composition requirements advocated for the committees and that adequate information is provided in this respect. In such case provisions of this Code relating to the committees of the collegial body (in particular with respect to their role, operation, and transparency) should apply, where relevant, to the collegial body as a whole.	YES	The Audit Committee was elected in 2009. Company on 14 December, 2011 during shareholders meeting revoked the audit committee in corpore. The new audit committee will be elected during next shareholders meeting. The Company's directors nomination and remuneration committees are not formed. The functions pointed at this item still are implemented by the Board within its jurisdiction. If the shareholders accept the decision to establish such committees or it is required by the law of the Republic of Lithuania, the committees would be established.
4.8. The key objective of the committees is to increase efficiency of the ac- tivities of the collegial body by ensuring that decisions are based on due con- sideration, and to help organize its work with a view to ensuring that the decisions it takes are free of material conflicts of interest. Committees should exercise independent judgement and integrity when exercising its functions as well as present the collegial body with recommendations concerning the decisions of the collegial body. Nevertheless the final decision shall be adopted by the collegial body. The recommendation on creation of commit- tees is not intended, in principle, to constrict the competence of the collegial body or to remove the matters considered from the purview of the collegial body itself, which remains fully responsible for the decisions taken in its field of competence.	YES	The Company's collegiate bodies are independent and make self-contained decisions not influenced by any conflicts of interest and remain responsible for decisions which are awarded in limits of their ability.
4.9. Committees established by the collegial body should normally be com- posed of at least three members. In companies with small number of mem- bers of the collegial body, they could exceptionally be composed of two members. Majority of the members of each committee should be constituted from independent members of the collegial body. In cases when the company chooses not to set up a supervisory board, remuneration and audit commit- tees should be entirely comprised of non-executive directors. Chairmanship and membership of the committees should be decided with due regard to the need to ensure that committee membership is refreshed and that undue re- liance is not placed on particular individuals. Chairmanship and member- ship of the committee membership is refreshed and that undue re- liance that committee membership is refreshed and that undue re- liance is not placed on particular individuals. Chairmanship and member- ship of the committee membership is refreshed and that undue reliance is not placed on particular individuals.	YES	The company have not renumeration committee. The Audit Committee con sists of three members, which chairman was elected in shareholders meet ing after appreciation of his independence criterion. Shareholders of the Company on 14 December, 2011 during shareholders meeting revoked the audit committee in corpore. The new audit committee will be elected during next shareholders meeting.
4.10. Authority of each of the committees should be determined by the col- legial body. Committees should perform their duties in line with authority delegated to them and inform the collegial body on their activities and per- formance on regular basis. Authority of every committee stipulating the role and rights and duties of the committee should be made public at least once a year (as part of the information disclosed by the company annually on its corporate governance structures and practices). Companies should also make public annually a statement by existing committees on their composition, number of meetings and attendance over the year, and their main activities. Audit committee should confirm that it is satisfied with the independence of the audit process and describe briefly the actions it has taken to reach this conclusion.	NO	The practice of committees is still currently being formed.
4.11. In order to ensure independence and impartiality of the committees, members of the collegial body that are not members of the committee should commonly have a right to participate in the meetings of the committee only if invited by the committee. A committee may invite or demand participation in the meeting of particular officers or experts. Chairman of each of the com- mittees should have a possibility to maintain direct communication with the shareholders. Events when such are to be performed should be specified in the regulations for committee activities.	NO	The audit committee will be elected during next shareholders meeting. The company will constitute proper conditions for the audit committee activity

<sup>10</sup> In the event the collegial body elected by the general shareholders' meeting is the board, the recommendation concerning its independence from the company's management bodies applies to the extent it relates to the independence from the company's chief executive officer.

4.12. Nomination Committee.

4.12.1. Key functions of the nomination committee should be the following: • Identify and recommend, for the approval of the collegial body, candidates to fill board vacancies. The nomination committee should evaluate the balance of skills, knowledge and experience on the management body, prepare a description of the roles and capabilities required to assume a particular office, and assess the time commitment expected. Nomination committee can also consider candidates to members of the collegial body delegated by the shareholders of the company;

• Assess on regular basis the structure, size, composition and performance of the supervisory and management bodies, and make recommendations to the collegial body regarding the means of achieving necessary changes; Assess on regular basis the skills, knowledge and experience of individual directors and report on this to the collegial body;

Properly consider issues related to succession planning;

• Review the policy of the management bodies for selection and appointment of senior management.

4.12.2. Nomination committee should consider proposals by other parties, including management and shareholders. When dealing with issues related to executive directors or members of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) and senior management, chief executive officer of the company should be consulted by, and entitled to submit proposals to the nomination committee.

4.13. Remuneration Committee. 4.13.1. Key functions of the remuneration committee should be the following: • Make proposals, for the approval of the collegial body, on the remuneration policy for members of management bodies and executive directors. Such policy should address all forms of compensation, including the fixed remuneration, performance-based remuneration schemes, pension arrangements, and termination payments. Proposals considering performance-based remuneration schemes should be accompanied with recommendations on the related objectives and evaluation criteria, with a view to properly aligning the pay of executive director and members of the management bodies with the long-term interests of the shareholders and the objectives set by the collegial body;

• Make proposals to the collegial body on the individual remuneration for executive directors and member of management bodies in order their remunerations are consistent with company's remuneration policy and the evaluation of the performance of these persons concerned. In doing so, the committee should be properly informed on the total compensation obtained by executive directors and members of the management bodies from the affiliated companies;

• Ensure that remuneration of individual executive directors or members of management body is proportionate to the remuneration of other executive directors or members of management body and other staff members of the company; · Periodically review the remuneration policy for executive directors or members of management body, including the policy regarding share-based remuneration, and its implementation;

• Make proposals to the collegial body on suitable forms of contracts for executive directors and members of the management bodies;

 Assist the collegial body in overseeing how the company complies with applicable provisions regarding the remuneration-related information disclosure (in particular the remuneration policy applied and individual remuneration of directors);

 Make general recommendations to the executive directors and members of the management bodies on the level and structure of remuneration for senior management (as defined by the collegial body) with regard to the respective information provided by the executive directors and members of the management bodies.

4.13.2. With respect to stock options and other share-based incentives which may be granted to directors or other employees, the committee should: • Consider general policy regarding the granting of the above mentioned schemes, in particular stock options, and make any related proposals to the

collegial body: • Examine the related information that is given in the company's annual report and documents intended for the use during the shareholders meeting; • Make proposals to the collegial body regarding the choice between granting options to subscribe shares or granting options to purchase shares, specifying the reasons for its choice as well as the consequences that this choice has. 4.13.3. Upon resolution of the issues attributable to the competence of the remuneration committee, the committee should at least address the chairman of the collegial body and/or chief executive officer of the company for their opinion on the remuneration of other executive directors or members of the management bodies.

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NOT APPLICABLE Not formed (explanation in Clause 4.7.).

NOT APPLICABLE Not formed (explanation in Clause 4.7.).

4.13.4. The remuneration committee should report on the exercise of its functions to the shareholders and be present at the annual general meeting for this purpose.

## 4.14. Audit Committee.

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4.14.1. Key functions of the audit committee should be the following:
Observe the integrity of the financial information provided by the company, in particular by reviewing the relevance and consistency of the accounting methods used by the company and its group (including the criteria for the consolidation of the accounts of companies in the group);

 At least once a year review the systems of internal control and risk management to ensure that the key risks (inclusive of the risks in relation with compliance with existing laws and regulations) are properly identified, managed and reflected in the information provided;

• Ensure the efficiency of the internal audit function, among other things, by making recommendations on the selection, appointment, reappointment and removal of the head of the internal audit department and on the budget of the department, and by monitoring the responsiveness of the management to its findings and recommendations. Should there be no internal audit authority in the company, the need for one should be reviewed at least annually;

• Make recommendations to the collegial body related with selection, appointment, reappointment and removal of the external auditor (to be done by the general shareholders' meeting) and with the terms and conditions of his engagement. The committee should investigate situations that lead to a resignation of the audit company or auditor and make recommendations on required actions in such situations;

Monitor independence and impartiality of the external auditor, in particular by reviewing the audit company's compliance with applicable guidance relating to the rotation of audit partners, the level of fees paid by the company, and similar issues. In order to prevent occurrence of material conflicts of interest, the committee, based on the auditor's disclosed inter alia data on all remunerations paid by the company to the auditor and network, should at all times monitor nature and extent of the non-audit services. Having regard to the principals and guidelines established in the 16 May 2002 Commission Recommendation 2002/590/EC, the committee should determine and apply a formal policy establishing types of non-audit services that are (a) excluded, (b) permissible only after review by the committee, and (c) permissible without referral to the committee;

Review efficiency of the external audit process and responsiveness of management to recommendations made in the external auditor's management letter.
 4.14.2. All members of the committee should be furnished with complete information on particulars of accounting, financial and other operations of the company. Company's management should inform the audit committee of the methods used to account for significant and unusual transactions where the accounting treatment may be open to different approaches. In such case a special consideration should be given to company's operations in offshore centers and/or activities carried out through special purpose vehicles (organizations) and justification of such operations.

4.14.3. The audit committee should decide whether participation of the chairman of the collegial body, chief executive officer of the company, chief financial officer (or superior employees in charge of finances, treasury and accounting), or internal and external auditors in the meetings of the committee is required (if required, when). The committee should be entitled, when needed, to meet with any relevant person without executive directors and members of the management bodies present.

4.14.4. Internal and external auditors should be secured with not only effective working relationship with management, but also with free access to the collegial body. For this purpose the audit committee should act as the principal contact person for the internal and external auditors.

4.14.5. The audit committee should be informed of the internal auditor's work program, and should be furnished with internal audit's reports or periodic summaries. The audit committee should also be informed of the work program of the external auditor and should be furnished with report disclosing all relationships between the independent auditor and the company and its group. The committee should be timely furnished information on all issues arising from the audit.

4.14.6. The audit committee should examine whether the company is following applicable provisions regarding the possibility for employees to report alleged significant irregularities in the company, by way of complaints or through anonymous submissions (normally to an independent member of the collegial body), and should ensure that there is a procedure established for proportionate and independent investigation of these issues and for appropriate follow-up action.

#### The company's Audit committee was elected in 2009. The audit committee's main operational functions are:

- make recommendations for the Board of the Company related with the external audit firm selection, its imposing, reappointment and removal and conditions of the contract with the audit company;
   monitor the external audit process;
- monitor the external addit process,

YES

- monitor the external auditor and audit firm are following the principles of independence and objectivity;
- 4) monitor the Company's financial reporting process;

 pursue other acts of the Republic of Lithuania and Governance Code for the companies listed on NASDAQ OMX Vilnius

These functions were provided by the audit committee regulations. Shareholders of the Company on 14 December, 2011 during shareholders meeting revoked the audit committee in corpore. The new audit committee will be elected during next shareholders meeting. The company will constitute proper conditions for the audit committee activity. 4.14.7. The audit committee should report on its activities to the collegial body at least once in every six months, at the time the yearly and half-yearly statements are approved.

4.15. Every year the collegial body should conduct the assessment of its activities. The assessment should include evaluation of collegial body's structure, work organization and ability to act as a group, evaluation of each of the collegial body member's and committee's competence and work efficiency and assessment whether the collegial body has achieved its objectives. The collegial body should, at least once a year, make public (as part of the information the company annually discloses on its management structures and practices) respective information on its internal organization and working procedures, and specify what material changes were made as a result of the assessment of the collegial body of its own activities.

#### Principle V: The working procedure of the company's collegial bodies The working procedure of supervisory and management bodies established in the company should ensure efficient operation of these bodies and decision-making and encourage active co-operation between the company's bodies.

5.1. The company's supervisory and management bodies (hereinafter in this Principle the concept 'collegial bodies' covers both the collegial bodies of supervision and the collegial bodies of management) should be chaired by chairpersons of these bodies. The chairperson of a collegial body is responsible for proper convocation of the collegial body meetings. The chairperson should ensure that information about the meeting being convened and its agenda are communicated to all members of the body. The chairperson of a collegial body should ensure appropriate conducting of the meetings of the collegial body. The chairperson should ensure order and working atmosphere during the meeting.

5.2. It is recommended that meetings of the company's collegial bodies should be carried out according to the schedule approved in advance at certain intervals of time. Each company is free to decide how often to convene meetings of the collegial bodies, but it is recommended that these meetings should be convened at such intervals, which would guarantee an interrupted resolution of the essential corporate governance issues. Meetings of the company's supervisory board should be convened at least once in a quarter, and the company's board should meet at least once a month<sup>12</sup>.

5.3. Members of a collegial body should be notified about the meeting being convened in advance in order to allow sufficient time for proper preparation for the issues on the agenda of the meeting and to ensure fruitful discussion and adoption of appropriate decisions. Alongside with the notice about the meeting being convened, all the documents relevant to the issues on the agenda of the meeting should be submitted to the members of the collegial body. The agenda of the meeting should not be changed or supplemented during the meeting, unless all members of the collegial body are present or certain issues of great importance to the company require immediate resolution.

5.4. In order to co-ordinate operation of the company's collegial bodies and ensure effective decision-making process, chairpersons of the company's collegial bodies of supervision and management should closely co-operate by co-coordinating dates of the meetings, their agendas and resolving other issues of corporate governance. Members of the company's board should be free to attend meetings of the company's supervisory board, especially where issues concerning removal of the board members, their liability or remuneration are discussed.

Principle VI: The equitable treatment of shareholders and shareholder rights The corporate governance framework should ensure the equitable treatment of all shareholders, including minority and foreign shareholders. The corporate governance framework should protect the rights of the shareholders.

6.1. It is recommended that the company's capital should consist only of the shares that grant the same rights to voting, ownership, dividend and other rights to all their holders.

6.2. It is recommended that investors should have access to the information concerning the rights attached to the shares of the new issue or those issued earlier in advance, i.e. before they purchase shares.

<sup>11</sup>The frequency of meetings of the collegial body provided for in the recommendation must be applied in those cases when both additional collegial bodies are formed at the company, the board and the supervisory board. In the event only one additional collegial body is formed in the company, the frequency of its meetings may be as established for the supervisory board, i.e. at least once in a quarter.

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YES	The chairman of board ensures proper convocation and organization the board meetings. The notice on the general meeting to be convened is send- ing to members of board according to the regulations of the board.
YES	Board meetings are called at appropriate intervals to ensure continuity or essential corporate governance issues. Urgent issues convened during emer- gency meetings.
YES	Agenda and all materials required according to the agenda shall be sent to the Members of the Board by electronic mail in advance ; normally the agenda is not changed during meetings unless it is necessity ao solve addi- tional questions.
APPLICABLE	Not relevant, as the Supervisory Board is not formed.
ghts	

rs.	
ΈS	The capital of the Company is made up of shares conferring to the holders thereof equal voting and ownership rights, and the right to receive dividends.
ΈS	The Company provides its investors information about the rights conferred by the newly issued shares by making a public announcement to this effect.

6.3. Transactions that are important to the company and its shareholders, such as transfer, investment, and pledge of the company's assets or any other type of encumbrance should be subject to approval of the general shareholders' meeting. All shareholders should be furnished with equal opportunity to familiarize with and participate in the decision-making process when significant corporate issues, including approval of transactions referred to above, are discussed.	NO	The Articles of Association of the Company do not provide for such right granted to the general meeting of shareholders. Shareholders of the Company approving transactions which approving is pro- viding according the Lithuanian Compannie's Law and the articles of Associ- ation. The Board of the Company passes such decisions without the consent of the shareholders.
6.4. Procedures of convening and conducting a general shareholders' meet- ing should ensure equal opportunities for the shareholders to effectively par- ticipate at the meetings and should not prejudice the rights and interests of the shareholders. The venue, date, and time of the shareholders' meeting should not hinder wide attendance of the shareholders.	YES	Information about shareholders' meetings is published in the same way as it is required by the Law. Shareholders' meetings convened at the Company's residence, which has not been changed since the establishment of the com- pany.
6.5. If is possible, in order to ensure shareholders living abroad the right to access to the information, it is recommended that documents on the course of the general shareholders' meeting should be placed on the publicly accessible website of the company not only in Lithuanian language, but in English and /or other foreign languages in advance. It is recommended that the minutes of the general shareholders' meeting after signing them and/or adopted resolutions should be also placed on the publicly accessible website of the company. Seeking to ensure the right of foreigners to familiarize with the information, whenever feasible, documents referred to in this recommendation should be published in Lithuanian, English and/or other foreign languages. Documents referred to in this recommendation may be published on the publicly accessible website of the company to the extent that publishing of these documents is not detrimental to the company or the company's commercial secrets are not revealed.	YES	All information about the Board meeting, the proposed drafts of decisions, the taken decisions is hosted in the Company's website on the Lithuanian and English languages.
6.6. Shareholders should be furnished with the opportunity to vote in the general shareholders' meeting in person and in absentia. Shareholders should not be prevented from voting in writing in advance by completing the general voting ballot.	YES	The shareholders of the Company may exercise their rights individually in person, via their proxies also by voting in writing in advance. The Company confers to its shareholders the rights provided for by the Law on Companies.
6.7. With a view to increasing the shareholders' opportunities to participate effectively at shareholders' meetings, the companies are recommended to expand use of modern technologies by allowing the shareholders to participate and vote in general meetings via electronic means of communication. In such cases security of transmitted information and a possibility to identify the identity of the participating and voting person should be guaranteed. Moreover, companies could furnish its shareholders, especially shareholders living abroad, with the opportunity to watch shareholder meetings by means of modern technologies.	NO	The Company does not have the technical potential.
Principle VII: The avoidance of conflicts of interest and their disclosure The corporate governance framework should encourage members of effective mechanism of disclosure of conflicts of interest regarding me	f the corpor	
7.1. Any member of the company's supervisory and management body should avoid a situation, in which his/her personal interests are in conflict or may be in conflict with the company's interests. In case such a situation did occur, a member of the company's supervisory and management body should, within reasonable time, inform other members of the same collegial body or the company's body that has elected him/her, or to the company's shareholders about a situation of a conflict of interest, indicate the nature of the conflict and value, where possible.	YES	Members of the Company's management are trying to follow the recom- mendations listed at this article, but there are no any regulations about such reports and information in the Company.
7.2. Any member of the company's supervisory and management body may not mix the company's assets, the use of which has not been mutually agreed upon, with his/her personal assets or use them or the information which he/she learns by virtue of his/her position as a member of a corporate body for his/her personal benefit or for the benefit of any third person without a prior agreement of the general shareholders' meeting or any other corpo- rate body authorized by the meeting.	YES	Members of the Company's management are trying to follow the recom- mendations listed at this article, but there are no any regulations about such reports and information in the Company.
7.3. Any member of the company's supervisory and management body may conclude a transaction with the company, a member of a corporate body of which he/she is. Such a transaction (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions) must be immediately reported in writing or orally, by recording this in the minutes of the meeting, to other members of the same corporate body or to the corporate body that has elected him/her or to the company's shareholders. Transactions specified in this recommendation are also subject to recommendation 4.5	YES	Members of the Company's management are trying to follow the recom- mendations listed at this article, but there are no any regulations about such reports and information in the Company.

<sup>12</sup>The Law on Companies of the Republic of Lithuania (Official Gazette, 2003, No 123-5574) no longer assigns resolutions concerning the investment, transfer, lease, mortgage or acquisition of the long-terms assets accounting for more than 1/20 of the company's authorised capital to the competence of the general shareholders' meeting. However, transactions that are important and material for the company's activity should be considered and approved by the general shareholders' meeting. The Law on Companies contains no prohibition to this effect either. Yet, in order not to encumber the company's activity and escape an unreasonably frequent considered and of transactions at the meetings, companies are free to establish their own criteria of material transactions, which are subject to the approval of the meeting. While establishing these criteria of material transactions, companies may follow the criteria set out in items 3, 4, 5 and 6 of paragraph 4 of Article 34 of the Law on Companies or derogate from them in view of the specific nature of their operation and their attempt to ensure uninter rupted, efficient functioning of the company.

 a the documents referred to above should be placed on the company's website in advance with due regard to a 10-day period before the general shareholders' meeting, determined in paragraph 7 of Article 26 of the Law on Companies of the Republic of Lithuania (Official Gazette, 2003, No 123-5574).

7.4. Any member of the company's supervisory and management body YES Members of the Company's management are trying to follow the recomshould abstain from voting when decisions concerning transactions or other mendations listed at this article. issues of personal or business interest are voted on.

## Principle VIII: Company's remuneration policy

remuneration policy and remuneration of directors.

8.1. A company should make a public statement of the company's remuneration policy (hereinafter the remuneration statement) which should be clear and easily understandable. This remuneration statement should be published as a part of the company's annual statement as well as posted on the company's website.

8.2. Remuneration statement should mainly focus on directors' remuneration policy for the following year and, if appropriate, the subsequent years. The statement should contain a summary of the implementation of the remuneration policy in the previous financial year. Special attention should be given to any significant changes in company's remuneration policy as compared to the previous financial year.

8.3. Remuneration statement should leastwise include the following information:

• Explanation of the relative importance of the variable and non-variable components of directors' remuneration;

• Sufficient information on performance criteria that entitles directors to share options, shares or variable components of remuneration;

• An explanation how the choice of performance criteria contributes to the long-term interests of the company;

• An explanation of the methods, applied in order to determine whether performance criteria have been fulfilled;

• Sufficient information on deferment periods with regard to variable components of remuneration;

 Sufficient information on the linkage between the remuneration and performance;

• The main parameters and rationale for any annual bonus scheme and any other non-cash benefits;

• Sufficient information on the policy regarding termination payments;

• Sufficient information with regard to vesting periods for share-based remuneration, as referred to in point 8.13 of this Code;

- Sufficient information on the policy regarding retention of shares after vesting, as referred to in point 8.15 of this Code;

• Sufficient information on the composition of peer groups of companies the remuneration policy of which has been examined in relation to the establishment of the remuneration policy of the company concerned;

• A description of the main characteristics of supplementary pension or early retirement schemes for directors:

Remuneration statement should not include commercially sensitive information.

8.4. Remuneration statement should also summarize and explain company's policy regarding the terms of the contracts executed with executive directors and members of the management bodies. It should include, inter alia, information on the duration of contracts with executive directors and members of the management bodies, the applicable notice periods and details of provisions for termination payments linked to early termination under contracts for executive directors and members of the management bodies.

8.5. Remuneration statement should also contain detailed information on the entire amount of remuneration, inclusive of other benefits, that was paid to individual directors over the relevant financial year. This document should list at least the information set out in items 8.5.1 to 8.5.4 for each person who has served as a director of the company at any time during the relevant financial year.

8.5.1. The following remuneration and/or emoluments-related information should be disclosed:

• The total amount of remuneration paid or due to the director for services per-

#### Remuneration policy and procedure for approval, revision and disclosure of directors' remuneration established in the company should prevent potential conflicts of interest and abuse in determining remuneration of directors, in addition it should ensure publicity and transparency both of company's

0	The earnings of the company's employees is the confidential information, the company's business secret, in addition there is no practice to prepare re- port about the company's earnings policy. Questions about the Code of Rec- ommended earnings and benefits policy is planned to discuss in the future due to the exchanges of conditions. Brief information about the benefits for the Company management bodies is available in the legislation.
0	The reasons are shown in Clause 8.1.

The reasons are shown in Clause 8.1. NO

NO The reasons are shown in Clause 8.1. This information will be possible to publish, except part of the information considered to constitute a commercial secret of the Company.

The reasons are shown in Clause 8.1. This information will be possible to pub-NO lish, except part of the information considered to constitute a commercial secret of the Company.

formed during the relevant financial year, inclusive of, where relevan	t, atten-
dance fees fixed by the annual general shareholders meeting;	

 The remuneration and advantages received from any undertaking belonging to the same group;

• The remuneration paid in the form of profit sharing and/or bonus payments and the reasons why such bonus payments and/or profit sharing were granted; • If permissible by the law, any significant additional remuneration paid to directors for special services outside the scope of the usual functions of a director;

· Compensation receivable or paid to each former executive director or member of the management body as a result of his resignation from the office during the previous financial year;

• Total estimated value of non-cash benefits considered as remuneration, other than the items covered in the above points.

8.5.2. As regards shares and/or rights to acquire share options and/or all other share-incentive schemes, the following information should be disclosed:

• The number of share options offered or shares granted by the company during the relevant financial year and their conditions of application;

• The number of shares options exercised during the relevant financial year and, for each of them, the number of shares involved and the exercise price or the value of the interest in the share incentive scheme at the end of the financial year;

• The number of share options unexercised at the end of the financial year; their exercise price, the exercise date and the main conditions for the exercise of the rights;

• All changes in the terms and conditions of existing share options occurring during the financial year.

8.5.3. The following supplementary pension schemes-related information should be disclosed:

• When the pension scheme is a defined-benefit scheme, changes in the directors' accrued benefits under that scheme during the relevant financial year;

• When the pension scheme is defined-contribution scheme, detailed information on contributions paid or payable by the company in respect of that director during the relevant financial year.

8.5.4. The statement should also state amounts that the company or any subsidiary company or entity included in the consolidated annual financial report of the company has paid to each person who has served as a director in the company at any time during the relevant financial year in the form of loans, advance payments or guarantees, including the amount outstanding and the

8.6. Where the remuneration policy includes variable components of remu- neration, companies should set limits on the variable component(s). The non-variable component of remuneration should be sufficient to allow the company to withhold variable components of remuneration when perform- ance criteria are not met.	NO	The reasons are shown in Clause 8.1.	
8.7. Award of variable components of remuneration should be subject to pre- determined and measurable performance criteria.	NO	The reasons are shown in Clause 8.1.	
8.8. Where a variable component of remuneration is awarded, a major part of the variable component should be deferred for a minimum period of time. The part of the variable component subject to deferment should be deter- mined in relation to the relative weight of the variable component compared to the non-variable component of remuneration.	NO	The reasons are shown in Clause 8.1.	
8.9. Contractual arrangements with executive or managing directors should include provisions that permit the company to reclaim variable components of remuneration that were awarded on the basis of data which subsequently proved to be manifestly misstated.	NO	The reasons are shown in Clause 8.1.	
8.10. Termination payments should not exceed a fixed amount or fixed num- ber of years of annual remuneration, which should, in general, not be higher than two years of the non-variable component of remuneration or the equiv- alent thereof.	NO	The reasons are shown in Clause 8.1.	

	8.11. Termination payments should not be paid if the termination is due to inadequate performance.	
	8.12. The information on preparatory and decision-making processes, during which a policy of remuneration of directors is being established, should also be disclosed. Information should include data, if applicable, on authorities and composition of the remuneration committee, names and surnames of external consultants whose services have been used in determination of the remuneration policy as well as the role of shareholders' annual general meeting.	
	8.13. Shares should not vest for at least three years after their award.	
	8.14. Share options or any other right to acquire shares or to be remunerated on the basis of share price movements should not be exercisable for at least three years after their award. Vesting of shares and the right to exercise share options or any other right to acquire shares or to be remunerated on the basis of share price movements, should be subject to predetermined and measura- ble performance criteria.	
	8.15. After vesting, directors should retain a number of shares, until the end of their mandate, subject to the need to finance any costs related to acquisition of the shares. The number of shares to be retained should be fixed, for example, twice the value of total annual remuneration (the non-variable plus the variable components).	
	8.16. Remuneration of non-executive or supervisory directors should not include share options.	

8.17. Shareholders, in particular institutional shareholders, should be encouraged to attend general meetings where appropriate and make considered use of their votes regarding directors' remuneration.

8.18. Without prejudice to the role and organization of the relevant bodies responsible for setting directors' remunerations, the remuneration policy or any other significant change in remuneration policy should be included into the agenda of the shareholders' annual general meeting. Remuneration statement should be put for voting in shareholders' annual general meeting. The vote may be either mandatory or advisory.

8.19. Schemes anticipating remuneration of directors in shares, share options or any other right to purchase shares or be remunerated on the basis of share price movements should be subject to the prior approval of shareholders' annual general meeting by way of a resolution prior to their adoption. The approval of scheme should be related with the scheme itself and not to the grant of such share-based benefits under that scheme to individual directors. All significant changes in scheme provisions should also be subject to shareholders' approval prior to their adoption; the approval decision should be made in shareholders' annual general meeting. In such case shareholders should be notified on all terms of suggested changes and get an explanation on the impact of the suggested changes.

8.20. The following issues should be subject to approval by the shareholders' annual general meeting:

• Grant of share-based schemes, including share options, to directors;

• Determination of maximum number of shares and main conditions of share granting;

• The term within which options can be exercised;

• The conditions for any subsequent change in the exercise of the options, if permissible by law;

• All other long-term incentive schemes for which directors are eligible and which are not available to other employees of the company under similar terms. Annual general meeting should also set the deadline within which the body responsible for remuneration of directors may award compensations listed in this article to individual directors.

8.21. Should national law or company's Articles of Association allow, any discounted option arrangement under which any rights are granted to subscribe to shares at a price lower than the market value of the share prevailing on the day of the price determination, or the average of the market values over a number of days preceding the date when the exercise price is determined, should also be subject to the shareholders' approval.

interest rate.

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NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.
NO	The reasons are shown in Clause 8.1.

The Company does not practice the remuneration by director stocks or op-NO tions.

No such practice is being enforced in the Company

NO

<ul> <li>8.22. Provisions of Articles 8.19 and 8.20 should not be applicable to schemes allowing for participation under similar conditions to company's employees or employees of any subsidiary company whose employees are eligible to participate in the scheme and which has been approved in the shareholders' annual general meeting.</li> <li>8.23. Prior to the annual general meeting that is intended to consider decision stipulated in Article 8.19, the shareholders must be provided an opportunity to familiarize with draft resolution and project-related notice (the documents should be posted on the company's website). The notice should contain the full text of the share-based remuneration schemes or a description of their key terms, as well as full names of the participants in the schemes. Notice should also specify the relationship of the schemes and the overall remuneration policy of the directors. Draft resolution must have a clear reference to the scheme itself or to the summary of its key terms. Shareholders must also be presented with infor-</li> </ul>	
stipulated in Article 8.19, the shareholders must be provided an opportunity to familiarize with draft resolution and project-related notice (the documents should be posted on the company's website). The notice should contain the full text of the share-based remuneration schemes or a description of their key terms, as well as full names of the participants in the schemes. Notice should also specify the relationship of the schemes and the overall remuneration policy of the directors. Draft resolution must have a clear reference to the scheme itself or to	
mation on how the company intends to provide for the shares required to meet its obligations under incentive schemes. It should be clearly stated whether the company intends to buy shares in the market, hold the shares in reserve or issue new ones. There should also be a summary on scheme-related expenses the company will suffer due to the anticipated application of the scheme. All infor- mation given in this article must be posted on the company's website. Principle IX: The role of stakeholders in corporate governance	
The corporate governance framework should recognize the rights of stakeholders as established by law and encourage active co-operation companies and stakeholders in creating the company value, jobs and financial sustainability. For the purposes of this Principle, the concept "so	stakehold-
ers" includes investors, employees, creditors, suppliers, clients, local community and other persons having certain interest in the company company company seek to ensure the rights of yes stakeholders that are protected by law are respected. The management bodies of the Company seek to ensure the right terest holders and, to an extent possible, takes their opinion into the persons having certain interest in the company company company seek to ensure the right of terest holders and, to an extent possible, takes their opinion into the persons having certain interest in the company company seek to ensure the right of the company seek to ensure the right of terest holders and, to an extent possible, takes their opinion into the persons having certain interest in the company company seek to ensure the right of the company seek to ensure t	hts of all in-
stakeholders that are protected by law are respected.terest holders and, to an extent possible, takes their opinion into9.2. The corporate governance framework should create conditions for the stakeholders to participate in corporate governance in the manner prescribed by law. Examples of mechanisms of stakeholder participation in corporate governance include: employee participation in adoption of certain key deci- sions for the company; consulting the employees on corporate governance and other important issues; employee participation in the context of the company's insolvency, etc.YESInterest holders and, to an extent possible, takes their opinion into pany and in the process of taking the decisions relevant to the as vided according the Law of Lithuanian Republic and when the pa of employees helps to make important Company's decisions	of the Com- s this is pro-
9.3. Where stakeholders participate in the corporate governance process, they should have access to relevant information. YES These requirements are complied with to the extent required by the Republic of Lithuania.	/ the laws of
Principle X: Information disclosure and transparency The corporate governance framework should ensure that timely and accurate disclosure is made on all material information regarding the con cluding the financial situation, performance and governance of the company.	
<ul> <li>10.1. The company should disclose information on:</li> <li>The financial and operating results of the company;</li> <li>Company objectives;</li> <li>Persons holding by the right of ownership or in control of a block of shares in the company;</li> <li>Members of the company supervisory and management bodies, chief executive officer of the company and their remuneration;</li> <li>Material foreseeable risk factors;</li> <li>Transactions between the company and other stakeholders;</li> <li>Governance structures and strategy.</li> <li>This list should be deemed as a minimum recommendation, while the companies are encouraged not to limit themselves to disclosure of the information specified in this list.</li> </ul>	,
10.2. It is recommended to the company, which is the parent of other com-YES The company keeps this principle.	

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10.3. It is recommended that information on the professional background, qualifications of the members of supervisory and management bodies, chief executive officer of the company should be disclosed as well as potential conflicts of interest that may have an effect on their decisions when information specified in item 4 of Recommendation 10.1 about the members of the company's supervisory and management bodies is under disclosure. It is also recommended that information about the amount of remuneration received from the company and other income should be disclosed with regard to members of the company's supervisory and management bodies and chief over the company and previsory and management bodies and chief over the company from the company's supervisory and management bodies and chief	NO	It is available that company's information that is not confidential.
executive officer as per Principle VIII. 10.4. It is recommended that information about the links between the com- pany and its stakeholders, including employees, creditors, suppliers, local community, as well as the company's policy with regard to human resources, employee participation schemes in the company's share capital, etc. should be disclosed when information specified in item 7 of Recommendation 10.1 is under disclosure.	NO	This is a practice the company does not employ.
10.5. Information should be disclosed in such a way that neither sharehold- ers nor investors are discriminated with regard to the manner or scope of ac- cess to information. Information should be disclosed to all simultaneously. It is recommended that notices about material events should be announced before or after a trading session on the Vilnius Stock Exchange, so that all the company's shareholders and investors should have equal access to the information and make informed investing decisions.	YES	The Company ensures the accuracy and expedition of the given information.
10.6. Channels for disseminating information should provide for fair, timely and cost-efficient or in cases provided by the legal acts free of charge access to relevant information by users. It is recommended that information tech- nologies should be employed for wider dissemination of information, for in- stance, by placing the information on the company's website. It is recommended that information should be published and placed on the com- pany's website not only in Lithuanian, but also in English, and, whenever possible and necessary, in other languages as well.	YES	The Company ensures compliance with these requirement, the information is announced in Lithuanian and English.
10.7. It is recommended that the company's annual reports and other peri- odical accounts prepared by the company should be placed on the company's website. It is recommended that the company should announce information about material events and changes in the price of the company's shares on the Stock Exchange on the company's website too.	YES	The Company ensures compliance with these requirement.
Principle XI: The selection of the company's auditor The mechanism of the selection of the company's auditor should ensu	re independ	lence of the firm of auditor's conclusion and opinion.
11.1. An annual audit of the company's financial reports and interim reports should be conducted by an independent firm of auditors in order to provide an external and objective opinion on the company's financial statements	YES	The recommendation is being followed partly, because an independent firm of auditors is not supervise interim reports of the Company.
11.2. It is recommended that the company's supervisory board and, where it is not set up, the company's board should propose a candidate firm of auditors to the general shareholders' meeting.	YES	The audit is proposed to the general meeting of shareholders by the Board of the Company.
11.3. It is recommended that the company should disclose to its sharehold- ers the level of fees paid to the firm of auditors for non-audit services ren- dered to the company. This information should be also known to the company's supervisory board and, where it is not formed, the company's board upon their consideration which firm of auditors to propose for the gen-	YES	The information is usually disclosed to shareholders, it is available for the Company's board.

Sincerely,

Managing Director, Gediminas Čeika

eral shareholders' meeting.