# OAO Baltika Brewery Group

CONSOLIDATED FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 JUNE 2001

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		30 June 2001	31 December 2000
ASSETS			
Current Assets			
Cash in bank	3	27,465	4,897
Short-term investments		_	-
Trade accounts receivable, net	5	3,997	4,044
Financial receivables	6	9	418
Prepayments and other receivables	7	17,666	20,457
Inventory	8	54,878	45,995
		104,015	75,811
Non-current assets		,	,
Long-term investments	4	7,146	4,149
Intangible assets		423	454
Property, plant and equipment, net	9	289,395	219,521
Assets under construction	10	29,582	58,620
		326,546	282,744
Total assets		430,561	358,555
LIABILITIES			
<b>Current Liabilities</b>			
Interest payable to EBRD	11	190	198
Short-term loans payable	12	_	13,790
Trade accounts payable	13	18,823	21,740
Other accounts payable	14	34,478	17,212
1.3		53,491	52,940
Non-Current Liabilities		, -	,
EBRD loan	11	20,000	20,000
Total liabilities		73,491	72,940
Net assets		357.070	285.615
SHAREHOLDERS' EQUITY			
Share capital	16	26,493	26,493
Restricted reserves			
Revaluation reserve	17	1,063	1,063
Translation reserve of associate	17	573	1,003
Other restricted reserves	17	2,128	2,128
Total Restricted reserves	17	3,764	3,191
Total Restricted reserves		5,704	3,191
Unrestricted reserves			
Distributable Retained earnings	17	197,941	154,529
Non-distributable Retained earnings	17	94,055	72,151
Total unrestricted reserves		291,996	226,680
Total shareholders' equity		322,253	256,364
MINORITY INTEREST	18	34.817	29.251
Total shareholders' equity and minority interests		357.070	285.615

Approved on behalf of the Board of Directors of OAO Baltika Brewery

A.A. Nikonov Acting Finance Director S. A. Alexeyev *Chief accountant* 

Conso	lidated	profit	and	loss	account
COHSU	muaicu	DI OIIL	anu .	LUSS	account

		Six months ended 30 June 2001	Six months ended 30 June 2000
Net Revenues	21	232,992	151,338
Operating costs	22	(147,665)	(92,862)
Gross income		85,327	58,476
General and administrative expenses	23	(5,300)	(2,392)
Operating income		80,027	56,084
Other income and expenses			
Other income, other expenses	24	2,695	(197)
Financial income	25	155	796
Financial expenses	26	(1,493)	60
Foreign exchange loss		(3,039)	462
Income before taxation and minority interests		78,345	57,205
Income tax	19	(15,392)	(12,398)
Income before minority interests		62,953	44,807
Minority interests		(5,454)	(507)
Net income		57,499	44,300

# **Consolidated statement of cash flows**

	30 June	20 T
	2001	30 June 2000
Cash flow from operating activities		
Income before tax and minority interests	78,345	57,205
Depreciation	11,091	8,527
Loss/(Gain) on disposal of property, plant and equipment	(701)	305
Decrease/(Increase) in accounts receivable	47	1,183
Decrease/(Increase) in trade receivable from relate parties	-	(20,084)
Decrease/(Increase) in inventory	(8,883)	(4,898)
Decrease/(Increase) in other receivables	1,767	(5,333)
Decrease/(Increase) in financial receivables	410	-
Increase/(Decrease) in accounts payable	(1,500)	4,919
Increase/(Decrease) in other liabilities	6,198	8,346
Increase/(Decrease) in provisions for liabilities	-	350
Income tax paid  Cash flow from operating activities	(11,703) <b>75,071</b>	(10,451) <b>40,069</b>
Cash flow from investment activities		
Purchase of property, plant, equipment and intangibles	(31,203)	(24,373)
Net change in short and long term investments	(2,997)	(15,081)
Net change in loans made to other companies	-	(3,139)
Proceeds from the sale of property, plant and equipment	1,324	59
Cash flow from investing activities	(32,876)	(42,534)
Cash flow from financing activities		
Loans to EBRD	-	8,073
Other loans	(13,790)	5,132
Currency translation adjustment	-	229
Dividends paid to minority by Tulskoe Pivo	(330)	
Dividends paid to minority by Baltika-Don	(204)	
Dividends paid	(5,303)	(7,859)
Outflow from financing activities	(19,627)	5,575
Net change in cash in bank	22,568	3,110
Cash in bank as at 31 December 2000	4,897	5,819
Cash in bank as at 30 June 2001	27,465	8,929

(expressed in thousands of US dollars)

### 1 NATURE OF THE GROUP

## 1.1 Organisation

OAO Baltika Brewery (the "Company") is an open joint-stock company incorporated under Russian legislation and was registered on 21 July 1992. The Company produces beer and mineral water. Other services it renders include the transport and distribution of Company products.

As at period-end the subsidiaries of the Company are OAO Tulskoe Pivo (Tula), OAO Baltika-Don (Baltika-Don), OOO Baltika-Moscow (Baltika-Moscow) and their principal activities are similar to those of the Company.

### 1.2 Effects of the Russian business environment on activities in Russia

The Russian Federation has been experiencing political and economic change which has affected, and may continue to affect, the activities of enterprises operating in this environment. Consequently, operations in the Russian Federation involve risks, which do not typically exist in other markets.

The accompanying financial statements reflect management's assessment of the impact of the Russian business environment on the operations and the financial position of the Group. The future business environment may differ from management's assessment. The impact of such differences on the operations and financial position of the Group may be significant.

# 2 BASIS FOR THE PREPARATION OF THE FINANCIAL STATEMENTS AND SIGNIFICANT ACCOUNTING POLICIES

# **Comparative Financial Statements**

The Company has prepared consolidated financial statements for the six months ended 30 June 2001 including the results of operations and assets and liabilities of its subsidiaries. The Company has comparative figures for similar period of 2000.

# **Basis for the Preparation**

The consolidated financial statements of the Group and its subsidiaries are prepared in accordance with International Accounting Standards under the historical cost convention, as modified by the revaluation of property, plant and equipment. The Group maintains accounting records and prepares its statutory financial statements in Russian roubles (RUR) in accordance with the Regulations on Accounting and Reporting in the Russian Federation. The accompanying financial statements are prepared in US dollars because this currency is deemed to be the most appropriate to present the position and the operations of the Group. However, the Russian rouble is not a convertible currency outside the Russian Federation and, accordingly, any conversion of Russian rouble amounts to US dollars should not be construed as a representation that Russian rouble amounts have been, could be, or will be in the future, convertible into US dollars at the exchange rate shown, or at any other exchange rate.

# **Currency Translation**

Monetary assets and liabilities denominated in currencies other than US dollars as at the balance sheet date are converted into US dollars at the official Central Bank of Russia exchange rate as at 30 June 2001. Non-monetary items have been converted at historical exchange rates. The Russian rouble to US dollar exchange rate as at 30 June 2001 was 29.07 (31 December 2000 - 28.16 and 31 March 2001 – 28.74). The profit and loss account has been translated using an average first quarter rate (28.5396)

(expressed in thousands of US dollars)

and the average second quarter rate (28.98739). These rates approximate those effective on the settlement dates. Exchange gains and losses arising are recognised in the profit and loss account or as part of equity, as appropriate.

#### **Basis for Consolidation**

Subsidiary companies are those companies in which the Company directly or indirectly holds more than 50% of the voting rights and is able to exercise control. Subsidiary companies have been fully consolidated from the date of Company control. Minority interests in the income and assets and liabilities of the subsidiaries is disclosed separately.

As at 30 June 2001, the subsidiary companies which are both included in the consolidation and registered in Russia, consist of the following:

Name	Nature of Business	Ownership
OOO Baltika-Moscow	Distribution of Baltika beer	100.00%
OAO Baltika-Don	Production and distribution of beer	83.00%
OAO Tulskoe Pivo	Production and distribution of beer	50.00%

Associated companies are those companies over which the Company can exercise significant influence, but which it cannot control. Associated companies are accounted for by the equity method. As at 30 June 2001, the only associated company is a company founded in conjunction with the Soufflet group. This company produces malt.

Other long-term and short-term investments are stated at cost; provisions are recorded when their fair market values or net realisable values are less than the valuations recorded in the accounting books.

# Revenues

Revenues are presented net of VAT and excise. Services are rendered to customers on credit terms or following a prepayment from the customer. Revenue is recognised when goods are shipped or services are provided.

# Accounts receivable

The Company records a provision for doubtful accounts receivable based on a review of the particular account, in addition to considering the overall delinquency in customer payments. The Company fully provides for debtors balances over 180 days old.

## **Inventory**

Valuation of raw materials is recorded at full purchase cost; work in progress and finished goods are recorded at direct production cost plus production overheads. Should the net realisable value be less than the cost, a reduction in the valuation is effected.

(expressed in thousands of US dollars)

## **Property, Plant and Equipment**

All buildings, plant and equipment are carried at cost less accumulated depreciation. Land is carried at cost. Cost includes all costs directly attributable to bringing the assets into working condition for their intended use.

For periods ended on or before 31 December 2000, for practical operational purposes the hard currency fixed asset register was maintained in SEK (the Company being a subsidiary of BBH a Swedish company). From 1 January 2001, the hard currency fixed asset register is maintained both in SEK and USD, the USD values now being incorporated herein. These financial statements thus disclose a translation difference which relates to the reversal of the previously recorded movement of SEK against USD.

Property, plant and equipment is depreciated on a straight-line basis over the expected useful lives of the related assets as follows:

	Useful lives
Buildings	50-100 years
Construction	25-50 years
Machinery and equipment	8.3-10 years
Trucks	7.1 years
Other	8.3-10 years

# **Repair and Maintenance Costs**

Repair and maintenance costs which prolong the useful economic life of property, plant and equipment are capitalised.

#### **Assets Under Construction**

Assets under construction are recorded in the balance sheet according to the cost of work completed to date. These balances are not depreciated until the construction is completed and the asset is put into use.

#### **Deferred Taxation**

The Company adopted IAS 12 (revised) "Accounting for Taxes on Income". In accordance with IAS 12 (revised) "Accounting for Taxes on Income", deferred taxation resulting from temporary differences in the recognition of assets and liabilities for income tax and financial reporting purposes is recorded using the liability method to the extent that there is a reasonable probability that such taxes will be payable or recoverable in the foreseeable future. Valuation allowances are made against deferred income tax assets that are not expected to be realised.

#### **Pensions**

The Company and its subsidiaries make contributions to the Pension Fund of the Russian Federation as required by Russian law. The contributions amount to 26% (maximum rate is 28%) of gross salaries and are expensed as incurred. The Company has not recorded any commitments payable to management or employees on retirement.

(expressed in thousands of US dollars)

### **Borrowing costs**

Borrowing costs are recognised as expenses in the period in which they are incurred or capitalised to the extent that they relate to fixed assets acquisitions.

### **Minority interests**

Minority interests are treated as allocation of equity and stated at historical value both in the Balance sheet and Profit and Loss account.

# Distributable and non-distributable retained earnings

Distributable retained earnings represent the closing rouble retained earnings (including adjustments made for compliance with IAS) translated at the period end rate. The closing retained earnings include the net income earned in the reporting period.

Non-distributable retained earnings represent the difference between the historical value of retained earnings and distributable retained earnings.

### 3 CASH IN BANK

	30 June 2001	31 December 2000
Russian rouble bank accounts	13,491	4,518
Foreign currency bank accounts	386	159
Petty cash	12	220
Russian Ruble bank deposits	10,562	-
Currency bank deposits	3,014	=
	27,465	4,897

There were no legal restrictions on the use of cash and bank balances as of 30 June 2001. As the Government removed Inkombank's licence, the Inkombank balances of the Group have been recorded in the financial receivables line and have been fully provided for as at 30 June 2001.

As at 30 June 2001, the following bank deposits existed:

Bank	Repayment date	Currency	Principal	Interest due	30 June 2001	31 December 2000
Menatep	23-Jul-2001	RUR	3,087	105	3,192	-
International						-
Bank of SPb	11-Jul-2001	RUR	1,715	51	1,766	
BIN Bank	12-Jul-2001	RUR	1,028	49	1,077	-
BIN Bank	12-Nov-2001	RUR	2,057	62	2,119	-
Baltisky	04-Nov-2001	RUR	1,029	26	1,055	-
ALFA Bank	16-Nov-2001	RUR	1,130	15	1,145	
BRR	10-Dec-2001	RUR	206	2	208	-
Sberbank	23-Aug-2001	USD	3,000	14	3,014	
			13,252	324	13,576	-

(expressed in thousands of US dollars)

# 4 LONG-TERM INVESTMENTS

Long-term investments consist of the following items:

	30 June	31 December	
	2001	2000	
Shares in Menatep bank	43	44	
Shares in the Associated Company Soufflet	6,991	4,085	
Shares is Rosbalt Agency	103	-	
Redeemed Tula shares held for resale	7	20	
Other	2		
	7,146	4,145	

Investments in Soufflet are accounted for under the equity method based on the Soufflet's financial statements as at June 30, 2001.

# 5 TRADE ACCOUNTS RECEIVABLE

	30 June 2001	31 December 2000
Trade accounts receivable	4,631	4,825
Provision for bad and doubtful receivables	(634)	(781)
	3,997	4,044

# 6 FINANCIAL RECEIVABLES

	30 June 2001	31 December 2000
Financial receivables from Soufflet	-	418
Tulskoe Podvor'e	9	-
	Q	418

# 7 PREPAYMENTS AND OTHER RECEIVABLES

	30 June 2001	31 December 2000
		_
Prepaid expenses	337	105
Advances to suppliers, paid in roubles	3,239	4,230
Advances to suppliers, paid in foreign currency	6	18
Profit tax receivable	1,032	2,055
VAT receivable	6,975	10,524
Receivable from returnable containers	3,810	2,183
Other receivable	2,267	1,342
	17,666	20,457

(expressed in thousands of US dollars)

### 8 INVENTORY

	30 June 2001	31 December 2000
Raw materials	13,296	10,611
WIP	5,216	3,350
Finished goods	8,371	5,059
Other	27,995	26,975
	54,878	45,995

# 9 PROPERTY, PLANT AND EQUIPMENT

In 2001, the Group continued its investment program which increased by summer 2001 the capacities of the following breweries: the Company (up to 90 mln. decilitres), Baltika-Don (up to 20 mln. decilitres) and Tula (up to 30 mln. decilitres). The main projects were the following:

- Construction of a can bottling line in Saint-Petersburg (3.9 million US dollars);
- Construction of a brewing line in Saint-Petersburg (4.6 million US dollars);
- Construction of new cylinder-conical tanks in Baltika (1.6 million US dollars);
- Extension of the finishing goods store in Tula (1.3 million US dollars);
- Construction of a brewing line in Tula (1.2 million US dollars);
- Construction of a brewing line in Baltika-Don (2.8 million US dollars);
- Construction of a bottling line in Baltika-Don (1.2 million US dollars);
- Modernisation of the beer recovery equipment in Saint-Petersburg (0.5 million US dollars);
- Construction of new cylinder-conical tanks in Tula (0.4 million US dollars).

In 2001, the Group invested 17.0 million dollars in the reconstruction of Company, 7.3 million dollars in the reconstruction of Baltika-Don and 6.9 million dollars in the reconstruction of Tula-in total 31.2 million dollars.

The investment program for 2001 is financed using internal financing of an estimated amount of 100 million dollars and external funds (long-term loan from the EBRD) of an amount of 20 million dollars. External financing by EBRD is secured by a pledge of equipment and machinery amounting to 66,765 thousand dollars as at the date of pledge provision in 1999.

Property, plant and equipment movement schedule for 2001 is as follows:

	Machinery and equipment	Plant	Total 30 June 2001	Total 31 December 2000
Cost				
Cost as at 1 January 2001	201,824	69,538	271,362	228,324
Additions Acquisition of new subsidiary- Tula	52,705	6,945	59,650 -	39,053 38,185
Disposals Translation difference	(901) 17,017	(162) 5,546	(1,063) 22,563	(5,553) (28,647)
Cost as at 30 June 2001	270,645	81,867	352,512	271,362
Accumulated Depreciation				
Accumulated depreciation as at 1 January 2001	(42,527)	(9,314)	(51,841)	(32,157)
Depreciation charge Acquisition of new subsidiary- Tula	(10,800)	(917) -	(11,717)	(18,058) (8,870)
Disposals Translation difference	426 -	15	441 -	2,611 4,633
Accumulated depreciation as at 30 June 2001	(52,901)	(10,216)	(63,117)	(51,841)
Net Book Value as at 30 June 2001	217,744	71,651	289,395	219,521

#### 10 ASSETS UNDER CONSTRUCTION

	30 June 2001	31 December 2000
Assets under construction	27,403	31,459
Intangible assets acquisition	131	156
Fixed assets not put into operation	2,048	27,005
	29,582	58,620

#### 11 LONG-TERM LOANS PAYABLE

Lender	Repayment	Currency	Principal	Interest	30 June	31 December
	date			Due	2001	2000
Loans payable to EBRD-long term portion Loans payable to EBRD-short-term portion	15-Jun-2006 28-May-2001	USD	20,000	190	20,000	20,000 198
			20,000	190	20,190	20,198

#### 12 SHORT-TERM LOANS PAYABLE

As at 30 June 2001, no bank loans existed:

Lender	Repayment	Currency	Principal	Interest	31 March	31 December
	date			due	2001	2000
Credit Lyonnais					-	5,993
Credit Lyonnais					-	3,982
ABN-Amro					-	3,815
					-	13,790

#### 13 TRADE ACCOUNTS PAYABLE

	30 June 2001	31 December 2000
Payable for property, plant and equipment, foreign		
currency	5,938	8,371
Payable to suppliers, foreign currency	3,603	4,768
Other payables, foreign currency	3,003	572
Payable for property, plant and equipment, RUR	1,405	389
Payable to suppliers, RUR	5,417	3,222
Payable for packaging	1,556	2,247
Other	903	2,171
	18.823	21,740

### 14 OTHER ACCOUNTS PAYABLE

	30 June 2001	31 December 2000
Salary and social charges	5,133	5,826
Advances received	3,245	2,814
Taxes payable	7,539	1,286
Excise payable	6,690	3,873
Dividends payable	9,326	532
Other	2,235	1,780
Financial liabilities to BBH Group Companies	310	1,101
	34,478	17,212

### 15 CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

# **Contingent Liabilities**

A considerable degree of uncertainty currently exists in the Russian Federation with regard to the direction of domestic economic policy, regulatory policy and political developments. Group management is unable to predict what changes in conditions may occur and what effect such changes may have on the financial statements.

As Russian commercial legislation, and tax legislation in particular, contain provisions which can be interpreted in more than one way, and due to the tax authorities' practice, as developed in a generally unstable environment, of arbitrarily judging business activities and arbitrarily classifying enterprises' activities where the regulatory basis for such a decision is insufficient, the management's judgement of the Group's business activities may not coincide with the tax authorities' interpretation of these same activities.

Management is not currently aware that any situations exist which may be challenged by the tax authorities which have not already been reflected in the financial statements. However, if a particular treatment was to be challenged by the tax authorities, significant penalties may be imposed on the Group. Although the actual amount of tax due on a transaction may be minimal, penalties can be charged at 20% of the value of the outstanding tax amount and also include interest accrued thereon at 1/300 of Central Bank of Russia interest rate per day.

The Group is affected by political, legislative, fiscal and regulatory developments in Russia and also to physical risks of various kinds. The nature and frequency of the developments and risks, which are not covered by insurance, as well as their effect on the future operation and earnings are not predictable. The occurrence of significant losses and impairments associated with facilities could have a material effect on the Company's operations and no provisions for self-insurance to cover such items are incorporated into these financial statements.

### **Capital commitments**

As at 30 June 2001, the Company has the following major capital commitments to be completed in 2001:

Description of the asset	Amount
Saint-Petersburg	
New brewing line	1215
Can bottling line (60 000 cans/hour)	403

OAO BALTIKA Brewery Group (expressed in thousands of US dollars)	
Beer recovery equipment	786
Purchase of fork-loaders	618
New brewing line	423
Baltika-Don	
Beer separator	219
Purchase of fork-loaders	146
New bottling line	87
Tula	
New bottling line	261
Beer separator	254
New brewing line	207

Baltika has started a preparatory stage of the reconstruction of the brewery in Minsk and signed a loan agreement with the plant for acquisition of equipment and modernisation. Pre-construction work with regard to constructing breweries in Khabarovsk and Samara is under way.

#### 16 SHARE CAPITAL

Share capital is denominated in roubles. On 26 December 1992, the date of the Company's first issue of shares, share capital consisted of 1,243,880 authorised and issued shares with a nominal value of 50 RUR.

The second issue was registered on 18 April 1995. The nominal value of shares was increased from 50 RUR to 30,000 RUR.

The third issue was registered on 17 May 1995. An additional 293,000 common shares were issued at the nominal value of 30,000 RUR.

The fourth issue was registered on 26 December 1995. The nominal value of shares was increased from 30,000 RUR to 80,000 RUR. As at 1 January 1998, due to the re-denomination of the rouble, the nominal value of Company shares become 80 RUR.

Share capital was fully paid up by December 1995. On 15 April 1997, the Company share value was decreased by repurchasing 22,970 common and 6,750 preference shares.

The shareholders meeting of the Company held on 28 March 2001 approved a decision to carry out a split of the nominal value of preference and ordinary shares from 80 roubles per share to 1 rouble per share and thus increase the number of shares on issue.

For IAS purposes, share capital has been translated into US dollars in the accompanying balance sheet at the exchange rate effective as at the date of registration. Share capital consists of the following types of shares:

Type of share	Number of shares	Nominal value per share	Share capital	30 June 2001	31 December 2000
		•	Thousands of RUR	Thousands of USD	Thousands of USD
Ordinary	1,338,590	80	107,087	23,530	23,530
Preference	168,570	80	13,486	2,963	2,963
	1,507,160		120,573	26,493	26,493

(expressed in thousands of US dollars)

Preference shares earn dividends calculated on the basis of the nominal value multiplied by the interest rate of the Savings Bank of the Russian Federation, plus 10%. In accordance with the Company Charter, preference shares grant shareholders the following additional rights: if the Company is liquidated, the nominal value of preference shares will be returned to shareholders. Shareholders are entitle to sell their shares to the Company at their nominal value adjusted for inflation.

# 17 RESERVES

	Revaluation reserve	Translation reserve of associate	Other restricted reserves	Distributable retained earnings (incl. 2001 net income)	Non- distributable retained earnings
Balance as at 31 December 2000 2001 net income Dividends Reclassification	1,063		2,128	154,529 57,499 (14,098) 10	72,151 (10)
Translation adjustment		573			21,914
Balance as at 30 June 2001	1,063	573	2,128	197,941	94,055

Dividends can be proposed and paid from Russian statutory Distributable Retained Earnings only.

The Shareholder's meeting held on 28 March 2001 approved dividends equivalent to 5,527 thousand US dollars for the second half of 2000.

The Board of Directors held on 22 June 2001 approved dividends equivalent to 8,571 thousand US dollars for the first half of 2001.

# 18 MINORITY INTEREST

The minority interest changed as follows:

	30 June 2001	31 December 2000
Minority interest as at 1 January 2001	29,251	4,884
Minority interest on purchase of Tula	-	24,374
Dividends paid to minority by Tulskoe Pivo	(330)	
Dividends paid to minority by Baltika-Don	(204)	(71)
Effect of currency changes in minority equity	645	(3,885)
Share of annual profit	5,455	3,949
	34,817	29,251

# 19 INCOME TAX

The current charge for income tax was determined on the basis of the Russian statutory taxable income. The current income tax rate applicable to the majority of income is 30%.

(expressed in thousands of US dollars)

The reconciliation between estimated profit tax at statutory rates and tax expense in the consolidated profit and loss account is as follows:

	30 June	30 June
	2001	2000
Profit before taxation and minority interest	78,345	57,205
Estimated profit tax at statutory rates	24,506	17,161
Add/deduct the tax effect of:		
Adjustments between IAS and statutory profit at statutory rate	482	1,097
Non-deductible expenses	1,733	555
Tax relief (mainly arising from property, plant and equipment acquisition)	(8,406)	(1,060)
Loss on disposal of property, plant and equipment	53	24
Currency translation adjustment not included in taxable profit	-	-
Effects of concessions granted in respect of the local portion of the statutory tax rate	(2,976)	(5,380)
Tax expense in the consolidated profit and loss account	15,392	12,398

### 20 RELATED PARTY TRANSACTIONS

### **Director's Shares**

The President of Baltika Brewery, Mr Bolloyev, owns 10,652 shares, i.e. 0.71% of the total shares.

# **Associates**

The Company has one associate, Soufflet. During the six months the Company contributed cash as share capital contributions in the amount of 11,540 thousand RUR (equivalent to 407 thousand USD using the historical rate) resulting in an increase of Baltika's interest in Soufflet's share capital to 99,194 thousand RUR. Baltika's proportional interest in Soufflet's share capital is still 30%. Investments in Soufflet are accounted for under the equity method.

# **Shareholders**

The Company has operations with its shareholder BBH (Baltic Beverages Holding) and other BBH Group companies.

Baltika's liabilities to BBH Group consist of the following:

	30 June	31 December
	2001	2000
Till'Or Comment of the Comment of th		
Liability for property, plant and equipment purchased from		
BBH	310	390
Liability for BBH services	-	424
Interest due to BBH on liabilities for property, plant and		
equipment and services	-	393
Total liability to BBH Group	310	1,207

(expressed in thousands of US dollars)

# 21 OPERATING REVENUE

Almost all sales and services were performed in the Russian Federation. Export sales began in April 1999 and generated 5,511 thousand USD during six months ended 30 June 2001 (157 thousand USD dollars during similar period of 2000). Goods were exported to USA, Great Britain, Finland, Estonia, Latvia, Germany, Israel, CIS countries and other countries.

	30 June 2001	30 June 2000
Beer	222,588	143,956
Mineral water	279	227
Transport services	3,452	2,615
Other	6,673	4,540
Total group sales	232.992	151.338

# 22 OPERATING COSTS

	30 June	30 June
	2001	2000
Raw materials	(83,382)	(53,860)
Low value items	- -	(565)
Wages and salaries	(11,563)	(6,027)
Pension and social security costs	(3,732)	(2,330)
Depreciation	(11,091)	(8,528)
Repairs and maintenance	(9,373)	(4,515)
Rent	(396)	(951)
Taxes	(4,131)	(4,288)
Power and heat	(2,949)	(1,443)
Compensation to employees	(786)	(526)
Transport expenses	(15,554)	(5,166)
Advertising and marketing expenses	(4,300)	(2,172)
Revaluation of pledged packaging	(815)	(449)
Decrease in general provision	500	-
Other	(93)	(2,042)
	(147,665)	(92,862)

# 23 ADMINISTRATIVE EXPENSES

	30 June 2001	30 June 2000
Wages and salaries	(3,042)	(1,338)
Pension and social security costs	(878)	(539)
Heat, power and light	(105)	(57)
Legal and professional	(115)	(102)
Communications	(270)	(211)
Charity	(633)	(102)
Other	(257)	(43)
	(5,300)	(2,392)

# 24 OTHER INCOME, OTHER EXPENSES

	30 June 2001	30 June 2000
Gain/(Loss) on disposal of property, plant and equipment	701	(305)
Income from associates	1,930	142
Penalties received	121	-
Penalties paid	(57)	(34)
	2,695	(197)

### 25 OTHER FINANCIAL INCOME

	30 June 2001	30 June 2000
Interest income (from local banks)	146	497
Other interest income	9	299
	155	796

### 26 OTHER FINANCIAL EXPENSES

	30 June 2001	30 June 2000
Interest expenses (local banks)	(221)	(86)
Interest expense (EBRD)	(1,063)	(73)
Interest expense reversal (BBH group)	-	438
Bank services	(209)	(219)
	(1,493)	60

# 27 DEFERRED TAXES

The differences between reporting under International Accounting Standards and reporting under statutory tax laws give rise to differences between financial and taxable profits. To the extent that these differences are temporary in nature, their expected future taxation effects are recorded as deferred income taxes. The deferred tax asset arising from such differences has not been recognised in these financial statements due to the lack of certainty of recoverability. It will be realisable if there are no changes in the law or regulations which will adversely affect the Group's ability to realise the asset in future periods.

The significant deterioration of the rouble against the US dollar during the financial crisis in 1998 resulted in a severe decrease in the US dollar equivalent of the rouble-based tax written-down value of fixed assets. Such deterioration may also have resulted in a reduction in the ultimate realisable values of such assets which are recorded in these financial statements at their hard-currency written-down values. Such a reduction in ultimate realisable values can only be assessed by revaluation or by disposal in the normal course of business activities.

Therefore the difference existing between the property, plant and equipment valuation for IAS and statutory purposes which gives rise to a deferred tax liability, has not been recorded in these financial statements. In the short term, the Group does not intend to dispose of a significant part of property,

(expressed in thousands of US dollars)

plant or equipment and the Group does not expect to be liquidated. As a result, no deferred tax liability caused by this significant currency movement has been recognised in the financial statements.