

## POLISH FINANCIAL SUPERVISION AUTHORITY

**Consolidated Quarterly Report Qsr 4 / 2013**

quarter / year

(prepared in accordance with Par. 82.2 and Par. 83.3 of the Regulation of the Minister of Finance dated February 19th 2009 - Dz.U. No. 33, item 259)

for issuers conducting manufacturing, construction, trade or services business

for the 4th quarter of the financial year 2013, covering the period from October 1st to December 31st 2013,

including condensed consolidated financial statements prepared in accordance with the IFRS

currency: PLN

and condensed non-consolidated financial statements prepared in accordance with the IFRS

currency: PLN

Date of filing: February 27th 2014

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**Pfleiderer Grajewo Spółka Akcyjna**

(full name)

**GRAJEWO**

(abbreviated name)

**19-203**

(postal code)

**Wiórowa**

(street)

**0-86 272 96 00**

(telephone number)

grajewo@pfleiderer.pl

(e-mail)

**719-10-00-479**

(NIP – Tax Identification Number)

**wood products**

(sector according to the Warsaw Stock Exchange's classification)

**Grajewo**

(registered office)

**1**

(number)

**0-86 272 39 83**

(fax number)

www.pfleiderer.pl

(web site)

**4500933817**(REGON – Industry Registration Number)

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| FINANCIAL HIGHLIGHTS                                                      | PLN '000                                            |                                                     | EUR '000                                            |                                                     |
|---------------------------------------------------------------------------|-----------------------------------------------------|-----------------------------------------------------|-----------------------------------------------------|-----------------------------------------------------|
|                                                                           | 4 quarter<br>cumulative / 2013<br>Jan 1-Dec 31 2013 | 4 quarter cumulative<br>/ 2012 Jan 1-Dec 31<br>2012 | 4 quarter<br>cumulative / 2013<br>Jan 1-Dec 31 2013 | 4 quarter cumulative<br>/ 2012 Jan 1-Dec 31<br>2012 |
|                                                                           | Condensed consolidated financial statements data    |                                                     |                                                     |                                                     |
| I. Sales revenue                                                          | 1 462 139                                           | 1 432 282                                           | 347 219                                             | 343 177                                             |
| II. Operating profit/(loss)                                               | 108 434                                             | 73 134                                              | 25 750                                              | 17 523                                              |
| III. Profit/(loss) before tax                                             | 80 967                                              | 18 321                                              | 19 227                                              | 4 390                                               |
| IV. Net profit                                                            | 166 606                                             | 36 285                                              | 39 564                                              | 8 694                                               |
| V. Net profit attributable to equity holders of the parent                | 152 065                                             | 49 815                                              | 36 111                                              | 11 936                                              |
| VI. Net cash provided by (used in) operating activities                   | 40 684                                              | 228 058                                             | 9 661                                               | 54 643                                              |
| VII. Net cash provided by (used in) investing activities                  | 544 862                                             | -27 723                                             | 129 390                                             | -6 642                                              |
| VIII. Net cash provided by (used in) financing activities                 | -586 614                                            | -192 646                                            | -139 305                                            | -46 158                                             |
| IX. Total net cash flow                                                   | -1 068                                              | 7 689                                               | -254                                                | 1 842                                               |
| X. Total assets                                                           | 1 118 838                                           | 1 807 032                                           | 269 782                                             | 442 012                                             |
| XI. Liabilities                                                           | 467 516                                             | 1 221 867                                           | 112 731                                             | 298 877                                             |
| XII. Non-current liabilities                                              | 135 505                                             | 225 978                                             | 32 674                                              | 55 276                                              |
| XIII. Current liabilities                                                 | 332 011                                             | 995 889                                             | 80 057                                              | 243 601                                             |
| XIV. Equity                                                               | 651 322                                             | 585 165                                             | 157 051                                             | 143 135                                             |
| XV. Share capital                                                         | 16 376                                              | 16 376                                              | 3 949                                               | 4 006                                               |
| XVI. Weighted average number of shares                                    | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          |
| XVII. Weighted average diluted number of shares                           | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          |
| XVIII. Annualised net profit attributable to equity holders of the parent | 152 065                                             | 49 815                                              | 36 111                                              | 11 936                                              |
| XIX. Earnings per ordinary share (PLN/EUR)                                | 3,06                                                | 1,00                                                | 0,73                                                | 0,24                                                |
| XX. Diluted earnings per ordinary share (PLN/EUR)                         | 3,06                                                | 1,00                                                | 0,73                                                | 0,24                                                |
| XXI. Book value per share (PLN/EUR)                                       | 13,13                                               | 11,79                                               | 3,16                                                | 2,88                                                |
| XXII. Diluted book value per share (PLN/EUR)                              | 13,13                                               | 11,79                                               | 3,16                                                | 2,88                                                |
| XXIII. Declared or paid dividend per share (PLN/EUR)                      | 0,00                                                | 0,00                                                | 0,00                                                | 0,00                                                |
| Condensed financial statements data                                       |                                                     |                                                     |                                                     |                                                     |
| XXIV. Sales revenue                                                       | 669 253                                             | 725 259                                             | 158 930                                             | 173 773                                             |
| XXV. Operating profit/(loss)                                              | 39 870                                              | 39 882                                              | 9 468                                               | 9 556                                               |
| XXVI. Profit/(loss) before tax                                            | 124 207                                             | 10 831                                              | 29 496                                              | 2 595                                               |
| XXVII. Net profit/(loss)                                                  | 86 003                                              | 12 003                                              | 20 423                                              | 2 876                                               |
| XXVIII. Net cash provided by (used in) operating activities               | 4 972                                               | 37 219                                              | 1 181                                               | 8 918                                               |
| XXIX. Net cash provided by (used in) investing activities                 | 477 240                                             | 112 904                                             | 113 332                                             | 27 052                                              |
| XXX. Net cash provided by (used in) financing activities                  | -479 105                                            | -149 784                                            | -113 775                                            | -35 888                                             |
| XXXI. Total net cash flow                                                 | 3 107                                               | 339                                                 | 738                                                 | 81                                                  |
| XXXII. Total assets                                                       | 1 080 579                                           | 1 427 663                                           | 260 556                                             | 349 216                                             |
| XXXIII. Liabilities                                                       | 457 550                                             | 890 637                                             | 110 327                                             | 217 856                                             |
| XXXIV. Non-current liabilities                                            | 6 520                                               | 30 863                                              | 1 572                                               | 7 549                                               |
| XXXV. Current liabilities                                                 | 451 030                                             | 859 774                                             | 108 755                                             | 210 306                                             |
| XXXVI. Equity                                                             | 623 029                                             | 537 026                                             | 150 229                                             | 131 360                                             |
| XXXVII. Share capital                                                     | 16 376                                              | 16 376                                              | 3 949                                               | 4 006                                               |
| XXXVIII. Weighted average number of shares                                | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          |
| XXXIX. Weighted average diluted number of shares                          | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          | 49 624 000                                          |
| XL. Annualised net profit                                                 | 86 003                                              | 12 003                                              | 20 423                                              | 2 876                                               |
| XLI. Earnings per ordinary share (PLN/EUR)                                | 1,73                                                | 0,24                                                | 0,41                                                | 0,06                                                |
| XLII. Diluted earnings per ordinary share (PLN/EUR)                       | 1,73                                                | 0,24                                                | 0,41                                                | 0,06                                                |
| XLIII. Book value per share (PLN/EUR)                                     | 12,55                                               | 10,82                                               | 3,03                                                | 2,65                                                |
| XLIV. Diluted book value per share (PLN/EUR)                              | 12,55                                               | 10,82                                               | 3,03                                                | 2,65                                                |
| XLV. Declared or paid dividend per share (PLN/EUR)                        | 0,00                                                | 0,00                                                | 0,00                                                | 0,00                                                |

**This document is a free translation of the Polish original. Terminology current in Anglo-Saxon countries has been used where practicable for the purposes of this translation in order to aid understanding. The binding Polish original should be referred to in matters of interpretation.**

#### **Consolidated Quarterly Report QSr 4/2013**

Pursuant to the Regulation of the Polish Council of Ministers on current and periodic information to be published by issuers of securities and conditions for recognition as equivalent of information whose disclosure is required under the laws of a non-member state, dated February 19th 2009 (Dz. U. No. 33, item 259), the Management Board of the Parent, Pfleiderer Grajewo S.A. of Grajewo, hereby releases the quarterly report for Q4 2013.

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**Q4 2013 CONSOLIDATED REPORT: President of the Management Board Introduction**

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There were a number of positive events at the Pfleiderer Grajewo Group in the fourth quarter of 2013.

The growth rate of production sold on the furniture market in Q4 2013 exceeded 8% on a year to year basis. The increase was predominantly driven by strong growth in exports, while domestic demand remained stable. Revenues generated in the Q4 of 2013 by the Polish companies remained broadly flat on the previous year. The Group maintained its sales volumes while making changes to its product range, sales prices were slightly reduced. Return on sales improved significantly, which was due to the fall in prices of raw materials and energy.

Quarterly results have significantly improved. Net profit reached a record level of 31 MPLN. During the year, the Group has improved the result from continuing operations of over 52 MPLN, which was due to both the improvement of the operating result, as well as reducing the cost of debt service.

The wood price, which is our main production resource, dropped in Q4 by an average 5% in comparison to the same period of the previous year. The decreasing wood prices and a range of cost-saving measures implemented by the Group both helped in further improvement the sales profitability.

The Q4 2013 average capacity utilisation at the main lines in Group's plants was above 97%. The Board has decided to increase production capacity by 10% in 2014-2015, by eliminating bottlenecks in technology.

The Group has implemented capital expenditure programme aiming at modernization of plants, adapting the production potential to the market expectations and to improvement of cost-effectiveness. During the year 2013 the Group completed investments of approximately PLN 65m value. The Group has also launched investment projects amounting to 31 MPLN. Their completion is scheduled for the first half of the current year.

The Pfleiderer Grajewo S.A. Group successfully cleared their financial situation through its subsidiary MDF recapitalization and partial debt repayment from additional funds generated on the sale of Russian assets and through rescheduling of remaining debts repayment.

In addition, the parent company Pfleiderer Grajewo repurchased the remaining 50% of shares in its subsidiary Silekol in the fourth quarter of 2013. Buyout of non-controlling interest in Pfleiderer MDF was finalized in January 2014. As a result, Pfleiderer Grajewo S.A. acquired a 100% interest in all its subsidiaries. Acquisition of shares was financed in 50% from their own funds.

Considering the increasingly favourable market conditions and capital expenditure programme, the Management Board believes that further improvement of the operating profit and net profit is a realistic goal for 2014.

Kind regards,  
Wojciech Gątkiewicz  
President of the Management Board

## **II. GENERAL INFORMATION**

### **1. General Information on Pfleiderer Grajewo S.A. (the Parent)**

Pfleiderer Grajewo S.A., the parent entity of the Pfleiderer Grajewo Group (the Parent), is a publicly traded joint-stock company registered in Poland.

The Parent, under its former name of Zakłady Płyt Wiórowych S.A. of Grajewo, was originally registered on July 1st 1994 by the District Court, Commercial Court of Łomża, in Section B of the Commercial Register under entry No. 270. On May 9th 2001, it was registered by the District Court of Białystok, XII Commercial Division of the National Court Register, under entry No. KRS 0000011422.

The Parent's registered office is located at ul. Wiórowa 1, Grajewo, Poland.

On September 18th 2002, the Parent's Management Board received a decision of the District Court of Białystok to enter the Parent's new name in the National Court Register. Accordingly, on September 18th 2002, the Parent's name was changed from Zakłady Płyt Wiórowych S.A. to Pfleiderer Grajewo S.A.

In accordance with the Polish Classification of Business Activities, the Parent's business is registered under No. 1621 Z.

### **2. Composition of the Management Board and the Supervisory Board of the Parent and changes in the reporting period**

As at the end of the reporting period, the composition of the Parent's Management Board was as follows:

- |                        |                                   |
|------------------------|-----------------------------------|
| 1. Wojciech Gątkiewicz | President of the Management Board |
| 2. Rafał Karcz         | Member                            |
| 3. Dariusz Tomaszewski | Member                            |

On June 26th 2013, Mr Radosław Wierzbicki resigned from the position of Member of the Management Board – Chief Operating Officer of Pfleiderer Grajewo S.A. At the same time, Mr Radosław Wierzbicki resigned from the position of Member of the Management Board of Pfleiderer Prospan S.A. and Member of the Management Board of Pfleiderer MDF Sp. z o.o., subsidiaries of Pfleiderer Grajewo S.A.

Composition of the Supervisory Board as at December 31st 2013:

- |                       |                                   |
|-----------------------|-----------------------------------|
| 1. Michael Wolff      | Chairman of the Supervisory Board |
| 2. Gerd Hammerschmidt | Member                            |
| 3. Jochen Schapka     | Member                            |
| 4. Richard Mayer      | Member                            |
| 5. Jan Woźniak        | Member                            |

On February 12th 2013, Mr Hans-Kurt von Werder resigned from the position of Member of the Parent's Supervisory Board, effective from February 26th 2013.

In accordance with a resolution of the Extraordinary General Meeting, on February 26th 2013, Mr Richard Mayer was appointed Member of the Parent's Supervisory Board.

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**3. Periods covered by the consolidated financial statements and comparative data**

The following companies are consolidated with the full method in these financial statements: Pfleiderer Grajewo S.A., the Parent, and its subsidiaries: Pfleiderer Prospan S.A., Silekol Sp. z o.o., Pfleiderer MDF Sp. z o.o., Jura Polska Sp. z o.o., Unifloor Sp. z o.o. and Grajewo OOO. The comparative data for Q4 2012 comprise separate financial statements of Pfleiderer Grajewo S.A., the Parent, prepared in accordance with the IFRS, and of its subsidiaries: Pfleiderer Prospan S.A., Silekol Sp. z o.o., Pfleiderer MDF Sp. z o.o., Jura Polska sp. z o.o. and Unifloor Sp. z o.o.

**III. CHANGES IN ACCOUNTING POLICIES****1. Applied accounting policies****(a) Statement of compliance**

The Group's financial statements were prepared in accordance with International Accounting Standard 34 *Interim Financial Reporting* as adopted by the European Union.

The Group has not used the option of early application of the new standards and interpretations which have already been published and endorsed by the European Union but which are to come into force in the periods beginning after January 1st 2013.

These financial statements were prepared on the assumption that the Parent would continue as a going concern in the foreseeable future. As at the date of publication of these financial statements, no facts or circumstances were identified that would indicate any threat to the Group continuing as a going concern.

The Group's financial statements for Q4 2013 and the comparative data were prepared in accordance with the accounting policies applied in the most recent annual financial statements of the Group and give a true, fair and clear view of the Group's assets, financial standing and financial performance.

**(b) Basis of preparation**

The companies comprising the Group, namely Pfleiderer Grajewo S.A., Pfleiderer Prospan S.A., Pfleiderer MDF Sp. z o.o. and Silekol Sp. z o.o., maintain their accounting records in compliance with the International Financial Reporting Standards (IFRS). Grajewo OOO, a subsidiary, applies accounting policies based on Russian accounting standards, which were restated in accordance with the IFRS for the purpose of consolidation. Jura Polska Sp. z o.o. and Unifloor Sp. z o.o. keep their accounting records in accordance with the policies and common practice applied by Polish companies; their data was also restated for the purpose of consolidation. These consolidated financial statements, prepared on the basis of the accounting records of the Group companies, reflect adjustments made to present the consolidated financial standing, results and cash flows of the Group in accordance with the International Financial Reporting Standards, which include standards and interpretations approved by the International Accounting Standards Board and the Standing Interpretations Committee.

These consolidated financial statements of the Group and the separate financial statements of the Parent prepared as at December 31st 2013 have not been audited.

The separate financial statements of the Parent as at December 31st 2013 were prepared in accordance with International Accounting Standard 34 - *Interim Financial Reporting*, as adopted by the European Union.

**(c) Changes in accounting policies**

During 2013 the Group has changed the classification of foreign exchange differences. Forex on operating activities were reclassified from financing activities to other income or other expenses, as appropriate.

Following reclassification of the comparative data, other income for the whole of 2012 increased by PLN 425 thousand (Q4: up by PLN 0), and other expenses grew by PLN 3,880 thousand (Q4: up by PLN 219 thousand), while finance income and finance costs decreased by the corresponding amount.

Following amendment to IAS 16, the Parent changed the presentation of spare parts in its statement of financial position. Spare parts for 2013 were reclassified from inventories to property, plant and equipment. The change did not significantly influence the reported financial data.

## IV. FINANCIAL HIGHLIGHTS

### 1. Group's consolidated revenue and its changes

The table below presents a comparison of the Q4 2013 and Q4 2012 data.

| Items of the statement of comprehensive income for the reporting period | Q4 2013/period from October 1st to December 31st 2013 |               | Q4 2012/period from October 1st to December 31st 2012 *) |               |
|-------------------------------------------------------------------------|-------------------------------------------------------|---------------|----------------------------------------------------------|---------------|
|                                                                         | (PLN '000)                                            | (%)           | (PLN '000)                                               | (%)           |
|                                                                         | /A/                                                   | /B/           | /C/                                                      | /D/           |
| Revenue                                                                 | 382,945                                               | 100.0%        | 379,891                                                  | 100.0%        |
| Cost of sales                                                           | (303,187)                                             | (79.2%)       | (316,827)                                                | (83.4%)       |
| <b>Gross profit</b>                                                     | <b>79,758</b>                                         | <b>20.8%</b>  | <b>63,064</b>                                            | <b>16.6%</b>  |
| Other income (*)                                                        | 1,722                                                 | 0.4%          | 14,824                                                   | 3.9%          |
| Distribution costs                                                      | (25,218)                                              | (6.6%)        | (27,756)                                                 | (7.3%)        |
| Administrative expenses                                                 | (15,019)                                              | (3.9%)        | (21,001)                                                 | (5.5%)        |
| Other expenses (*)                                                      | (1,600)                                               | (0.4%)        | (4,910)                                                  | (1.3%)        |
| <b>Operating profit</b>                                                 | <b>39,643</b>                                         | <b>10.4%</b>  | <b>24,221</b>                                            | <b>6.4%</b>   |
| Finance income (*)                                                      | 1,029                                                 | 0.3%          | 8,206                                                    | 2.2%          |
| Finance costs (*)                                                       | (8,857)                                               | (2.3%)        | (22,559)                                                 | (5.9%)        |
| <i>Net finance income/(costs)</i>                                       | <i>(7,828)</i>                                        | <i>(2.0%)</i> | <i>(14,353)</i>                                          | <i>(3.8%)</i> |
| <b>Profit before tax</b>                                                | <b>31,815</b>                                         | <b>8.3%</b>   | <b>9,868</b>                                             | <b>2.6%</b>   |
| Income tax expense                                                      | (718)                                                 | (0.2%)        | 2,950                                                    | 0.8%          |
| <b>Net profit from continuing operations</b>                            | <b>31,097</b>                                         | <b>8.1%</b>   | <b>12,818</b>                                            | <b>3.4%</b>   |
| <b>Net profit from discontinued operations (&amp;)</b>                  | <b>(2,311)</b>                                        | <b>(0.6%)</b> | <b>(859)</b>                                             | <b>(0.2%)</b> |
| <b>Net profit for reporting period</b>                                  | <b>28,787</b>                                         | <b>7.5%</b>   | <b>11,959</b>                                            | <b>3.1%</b>   |
| Net profit attributable to non-controlling interests                    | 4,779                                                 | 1.2%          | (5,844)                                                  | (1.5%)        |
| <b>Net profit attributable to owners of the parent</b>                  | <b>24,008</b>                                         | <b>6.3%</b>   | <b>17,803</b>                                            | <b>4.7%</b>   |
| <b>EBITDA</b>                                                           | <b>55,372</b>                                         | <b>14.5%</b>  | <b>34,740</b>                                            | <b>9.1%</b>   |

\*) change of operating forex presentation, further description in point III.1.c "changes of accounting principles Q4 2012 restated.

(&) Q4 2012 restated

### Discussion of the statement of comprehensive income

Revenue from continuing operations posted by the Group in Q4 2013 was on a par with the figure reported for the corresponding period of the previous year. This was attributable to slightly higher sales volumes accompanied by similar price levels. Gross profit rose 4 pp year on year, to nearly 21% (PLN 80m). This improvement followed from consistent sales efforts and cost discipline. In the analysed period, the prices of key raw materials fell slightly quarter on quarter, which was reflected in production costs, with the sales volumes broadly flat. In addition, the Group changed the estimate and capitalised the effect of the economic usefulness of annual comprehensive overhauls. As a result, in Q4 2013 costs of PLN 4.7m, previously presented under cost of sales, were capitalised under property, plant and equipment and depreciated based on the economic useful life of the assets.

Operating profit increased by 15.4m year on year. This major improvement is attributable to lower distribution costs and administrative expenses recorded in the quarters under review.

The Group recorded a PLN 6.5m drop in net finance costs in the analysed period, mainly as a result of a significant reduction in debt.

Net profit from the Group's continuing operations in Q4 2013 was positive, and PLN 18m higher compared with Q4 2012. The positive result is attributable to lower operating costs and lower net finance costs posted for the quarter.



**2. Net cash position**

As at December 31st 2013, the Group's net debt to banks (debt less cash) was PLN 138,081 thousand, up PLN 24,974 thousand in Q4 2013.

**3. Equity**

As at the end of Q4 2013, the Group's equity was PLN 651,322 thousand, decreased by PLN 95,032 thousand quarter on quarter. The drop in equity was caused by the Parent's purchase of non-controlling interests in subsidiaries (see Section VI: "Q4 2013 results", page 10)

**4. Sale of shares or assets**

In Q4 2013, the Pfleiderer Grajewo Group reported a loss on disposal of non-current assets of PLN 61 thousand.

**5. Factors and events which may affect the Group's future performance**

The Management Board believes that further annual improvement in operating and net results is a realistic goal for the coming quarters, to be achieved through a reduction of financing costs. Going forward, the Group's efforts will be geared towards developing new products and market segments, tailoring its product range to market expectations, lowering costs and enhancing product quality.

## V. THE GROUP'S SALES

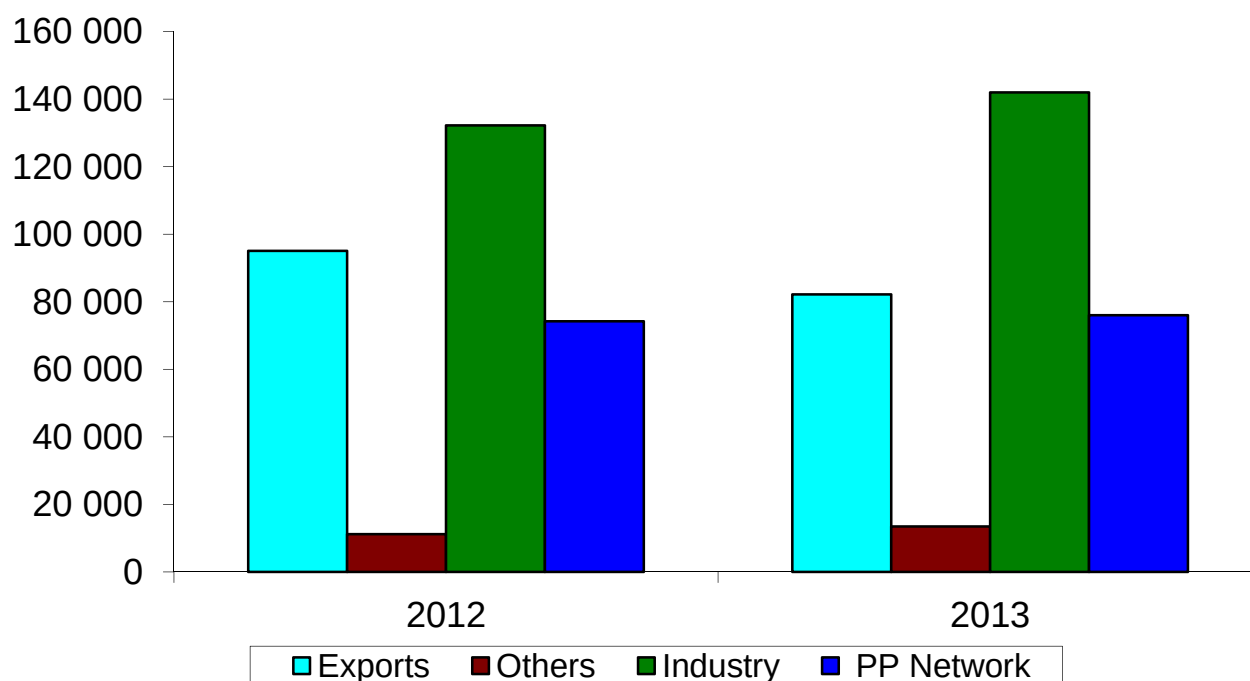
### 1. Domestic and export sales

The long-term sales strategy of the Pfleiderer Grajewo Group is based on the three key distribution channels:

- direct sales to the furniture industry,
- sales to Pfleiderer Partner (the PP Network) wholesalers,
- export sales.

The Group's sales data comprises the sales of the Parent, Pfleiderer Grajewo S.A., and its subsidiaries: Pfleiderer Prospan S.A. and Pfleiderer MDF Sp. z o.o.

### Sales structure in Q4 2013 and Q4 2012 (PLN '000)

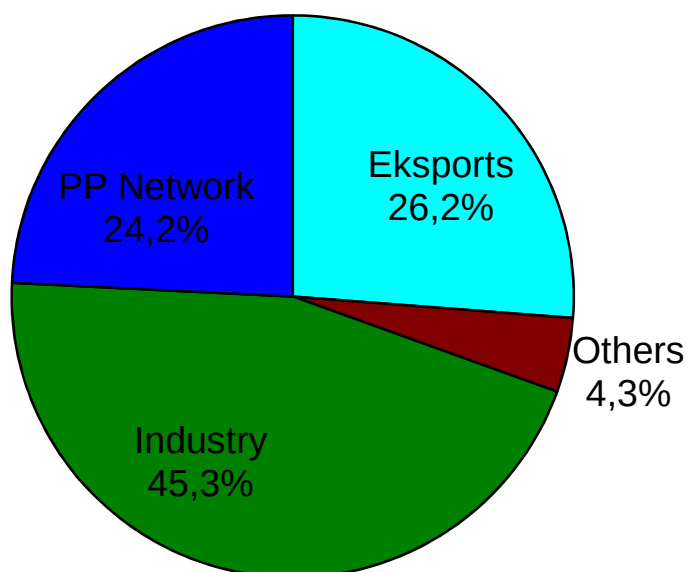


**Figure: Sales structure in Q4 2013 and Q4 2012 (PLN '000).**

In the Polish market, direct sales to large and medium-sized furniture manufacturers and the Pfleiderer Partner network continued to represent the most important distribution channels. In Q4 2013, sales to large furniture manufacturers and to the Pfleiderer Partner network advanced year on year by approximately 7% and 2%, respectively. Sales to other domestic customers grew by 20%, mainly on increased sales of the MFP construction board. Over the same period export sales declined 14%, chiefly owing to reduced sales of films to the manufacturing plant in Russia, which was sold at the beginning of the year.

In Q4 2013, the shares of individual distribution channels in total revenue were as follows:

## Share of distribution channels in Q4 2013 sales



**Figure: Distribution channels in Q4 2013 (%)**

In Q4 2013, the share of direct sales to large and medium-sized furniture manufacturers grew from 42.3% to 45.3%, the share of sales to the Pfleiderer Partner network increased from 23.8% to 24.2%, and the share of other distribution channels expanded from 3.5% to 4.3% on a year-on-year basis. At the same time, the share of exports went down from 30.4% to 26.2%.

## **2. Seasonality of operations**

Chipboard sales are subject to seasonal changes, in particular related to the seasonal nature of the furniture and construction markets. Sales fall in the second quarter and peak in the second half of a year.

**VI. Q4 2013 RESULTS****1. Composition of the Pfleiderer Grajewo Group****a. Structure of the Pfleiderer Grajewo Group**

In the period from January 1st 2013 to December 31st 2013, Pfleiderer Grajewo S.A. was the parent of the following companies:

**Subsidiaries**

- 1 Pfleiderer Prospan S.A., Wieruszów
- 2 Silekol Sp. Z o.o., Kędzierzyn-Koźle
- 3 Pfleiderer MDF Sp. Z o.o., Grajewo
- 4 Jura Polska Sp. Z o.o., Grajewo
- 5 Unifloor Sp. Z o.o., Wieruszów
- 6 Pfleiderer OOO, Novgorod (Russia) – until January 23rd 2013
- 7 Pfleiderer MDF OOO, Novgorod (Russia) – until January 23rd 2013
- 8 Grajewo OOO, Novgorod (newly established company)
- 9 Pfleiderer Services Sp. Z o.o., Grajewo

**Jointly controlled entities**

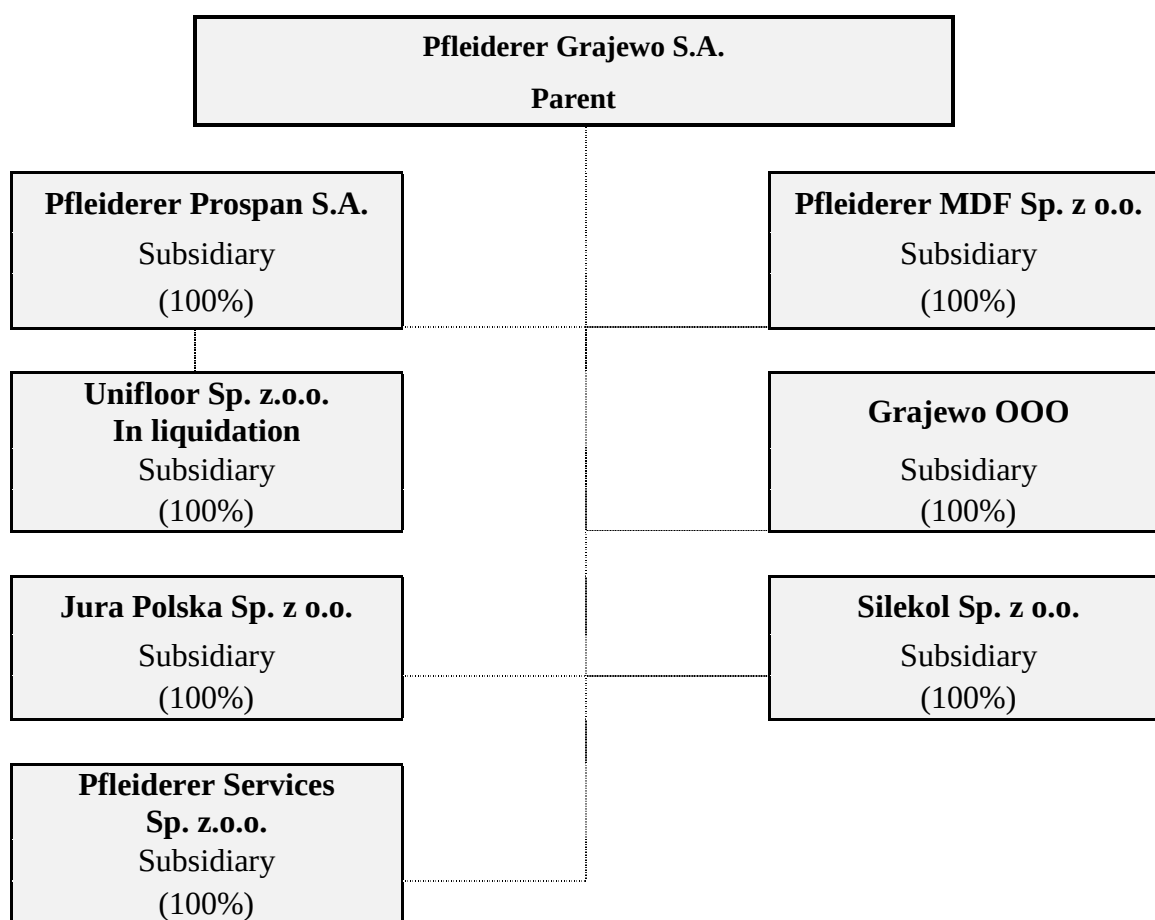
- 10 Blitz 11-446 GmbH, Neumarkt

**Associates**

- 11 Pfleiderer MDF OOO Novgorod (Russia) – from January 23rd to December 30th 2013

- (5) Indirectly through Pfleiderer Prospan S.A.
- (6) Sale of shares on January 23rd 2013.
- (7), (11) Sale of assets and loss of control on January 23rd 2013; sale of shares on December 30th 2013.
- (8) Acquisition of shares on April 16th 2013.

**Structure of the Group as at December 31st 2013:**



These interim consolidated financial statements of the Pfleiderer Grajewo Group comprise the financial data of Pfleiderer Grajewo S.A., the Parent, and of its subsidiaries.

As at December 31st 2013, Pfleiderer Grajewo S.A. held full control over the subsidiaries listed above, stemming from its ability to govern their financial and operating policies through the right to appoint and remove members of their management boards.

As a result of agreements made on January 23rd 2013, the Pfleiderer Grajewo Group lost control over its subsidiary Pfleiderer MDF OOO. Loss of control followed from the loss of the right to appoint the majority of management board members, and consequently after January 23rd 2013 Pfleiderer MDF OOO was an associate of Pfleiderer Grajewo S.A. Under an agreement of December 30th 2013 the Group sold its holding in Pfleiderer MDF OOO .

**b. Changes in the Pfleiderer Grajewo Group's structure in the reporting period**

On December 27th 2013, Pfleiderer Grajewo S.A. subscribed for 200,000 newly issued shares in the increased share capital of its subsidiary, Pfleiderer MDF Sp. z o.o. of Grajewo, with a par value of PLN 500 per share.

The shares were issued pursuant to a resolution on an increase of PLN 100,000,000 in the company's share capital, adopted by the extraordinary meeting of shareholders of Pfleiderer MDF Sp. z o.o. on December 27th 2013.

Pfleiderer Grajewo S.A. subscribed for the shares in exchange for a cash contribution of PLN 100,000,000. The subscription was financed with Pfleiderer Grajewo S.A.'s own funds.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Holzwerkstoffe GmbH of Neumarkt, Germany, as the seller, signed an agreement for the purchase of shares in Silekol Sp. z o.o. of Kędzierzyn Koźle. Pursuant to the agreement Pfleiderer Grajewo S.A. purchased 22,700 non-preference shares, with a par value of PLN 1,000 per share, in the share capital of its subsidiary, Silekol Sp. z o.o. The shares represent 50% of the company's share capital and confer the right to 50% of the total vote at its meeting of shareholders.

The purchase price for the shares amounted to EUR 22,432,696, an equivalent of PLN 93,122,608. The ownership title to the shares was transferred to Pfleiderer Grajewo S.A. on the date of the purchase price payment, i.e. on December 27th 2013. As at December 31st 2013, Pfleiderer Grajewo S.A. held 100% of Silekol Sp. z o.o.'s share capital.

The purchase was financed with Pfleiderer Grajewo S.A.'s own funds and proceeds from credit facilities.

Pfleiderer Holzwerkstoffe GmbH is a subsidiary of Pfleiderer GmbH of Dusseldorf, which is also an indirect parent of Pfleiderer Grajewo S.A.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Service GmbH of Neumarkt, Germany, as the seller, signed a preliminary agreement for the purchase of shares in Pfleiderer MDF Sp. z o.o. of Grajewo, a subsidiary.

The preliminary purchase agreement concerned 135,328 non-preference shares with a par value of PLN 500 per share. As at the date of the preliminary agreement, the shares represented 50% of Pfleiderer MDF Sp. z o.o.'s share capital and conferred the right to 50% of the total vote at its meeting of shareholders and a 50% share in profit (dividend).

Conclusion of the final purchase agreement and transfer of the ownership title to the shares took place before publication date of present report immediately after the court registered an increase of PLN 100,000,000 in the share capital of Pfleiderer MDF Sp. z o.o. The new shares in the increased share capital of Pfleiderer MDF Sp. z o.o. were subscribed for by Pfleiderer Grajewo S.A. in exchange for a cash contribution of PLN 100,000,000.

As at the date of the final purchase agreement, the 135,328 shares represented 28.75% of Pfleiderer MDF Sp. z o.o.'s share capital, and conferred the right to 16.92% of the total vote at its meeting of shareholders and a 21.20% share in profit (dividend).

The purchase price for the shares was EUR 6,987,694, an equivalent of PLN 29,007,315.

After the purchase of the shares from Pfleiderer Service GmbH, Pfleiderer Grajewo S.A. will hold 100% of Pfleiderer MDF Sp. z o.o.'s share capital. Pfleiderer Service GmbH is the parent of Pfleiderer Grajewo S.A.

On April 16th 2013, Pfleiderer Grajewo S.A., the Parent, acquired 100% of shares in Grajewo OOO from BI\_EL-SI of Russia. The shares were acquired for EUR 2 thousand (PLN 8 thousand).

On January 23rd 2013, Pfleiderer Grajewo S.A., as the seller, and Ingka Pro Holding Subholding I B.V. and SWEDSPAN Holding B.V., as the buyers, entered into an agreement to sell a 100% interest in Pfleiderer OOO of Russia as well as assets of Pfleiderer MDF OOO of Russia (a subsidiary) and of Blitz 11-446 GmbH of Germany, a jointly-controlled entity. At the same time, under the agreements, the Pfleiderer Grajewo Group lost control over its subsidiary Pfleiderer MDF OOO.

**c. Group's business**

The Pfleiderer Grajewo Group is an arm of the international Pfleiderer Group and its Business Centre for Eastern Europe, which builds upon extensive experience in the manufacturing of wood-based products used in the furniture, interior decoration and construction industries. The Group, boasting strong positions on the markets of Central and Eastern Europe, is growing rapidly, entering new markets, targeting new segments and refining and adding new products to its portfolio.

The mission of the Pfleiderer Grajewo Group is to establish long-term relations with direct customers and end users of its products. In business terms, the Group strives to win and retain customers' full confidence by developing a fully professional approach at all levels of cooperation.

The Group operates manufacturing plants with diverse profiles.

**Pfleiderer Grajewo Group companies and their business profiles****The business of Pfleiderer Grajewo S.A., the Parent, consists in:**

- manufacture and veneering of wood and wood-based products,
- paper finishing,
- trade at home and abroad.

**Pfleiderer Prospan S.A.** – a joint-stock company entered in the commercial register maintained by the District Court of Kalisz under No. RHB1754 on September 23rd 1997 as Zakłady Płyt Wiórowych Prospan S.A. On September 17th 2001, the company was registered with the District Court of Łódź-Śródmieście in Łódź, XX Division of the National Court Register under entry No. KRS: 0000042082.

Industry Identification Number (REGON): 250744416  
Tax Identification Number (NIP): 619-17-42-967  
Registered office: ul. Bolesławiecka 10, 98-400 Wieruszów, Poland

**Business profile:**

- manufacture of melamine-faced and raw chipboards and other wood and wood-based products,
- paper finishing,
- trade at home and abroad,
- generation and distribution of heat.

**Silekol Sp. z o.o.** – entered in the National Court Register by the District Court of Opole, 8th Commercial Division of the National Court Register of Opole, under No. KRS 0000225788 on January 6th 2005.

Industry Identification Number (REGON): 160003017  
Tax Identification Number (NIP): 749-19-69-061  
Registered office: ul. Mostowa 30 K, 47-220 Kędzierzyn-Koźle, Poland

**Business profile:**

Silekol Sp. z o.o. is a subsidiary which ensures uninterrupted supplies of adhesives used in the production of chipboards to the Parent and the other subsidiaries.

- manufacture of dyes and pigments,
- manufacture of other organic and inorganic chemicals,
- manufacture of paints and varnishes,
- manufacture of glues and gelatines.

**Pfleiderer MDF Sp. z o.o.** – entered in the National Court Register by the District Court of Białystok, XII Commercial Division of the National Court Register in Białystok, under entry No. KRS 174810, on October 9th 2003.

Industry Identification Number (REGON): 330994545

Tax Identification Number (NIP): 719-13-99-317  
Registered office: ul. Wiórowa 1, 19-203 Grajewo, Poland

Business profile:

- sale and intermediation in the sale of raw and melamine-faced chipboards, films and foils,
- veneering of chipboards,
- manufacture of melamine-faced and raw chipboards and other wood-based materials.

Jura Polska Sp. z o.o. – entered in the National Court Register by the District Court of Katowice, Commercial Division of the National Court Register, under No. KRS 149282, on November 24th 1999.

Industry Identification Number (REGON): 276746151  
Tax Identification Number (NIP): 629-215-85-14  
Registered office: ul. Wiórowa 1, 19-203 Grajewo, Poland

Business profile:

- transport,
- road transport of goods with specialised vehicles,
- road transport of goods with universal vehicles,
- lease of trucks,
- wholesale of building materials and sanitary fixtures and fittings.

Unifloor Sp. z o.o. w likwidacji (in liquidation) – entered in the National Court Register by the District Court of Białystok, Commercial Division of the National Court Register, under No. KRS 0000237233, on June 29th 2005.

Industry Identification Number (REGON): 200021250  
Tax Identification Number (NIP): 719-149-38-49  
Registered office: ul. Bolesławiecka 10, 98-400 Wieruszów, Poland

Unifloor Sp. z o.o. is currently in liquidation.

**Pfleiderer Services Sp. z o.o.** – a company entered into the National Court Register by the District Court of Białystok, XII Commercial Division of the National Court Register in Białystok, under No. KRS 0000247423 on December 20th 2005.

Industry Identification Number (REGON): 200052769  
Tax Identification Number (NIP): 719-15-03-973  
Registered office: ul. Wiórowa 1, 19-203 Grajewo, Poland

The company has suspended its operations.

**Grajewo OOO** – a limited liability company incorporated under the laws of the Russian Federation, registered on August 12th 2009 by Interregional Inspection No. 9 of the Ministry of Duties and Taxes of the Russian Federation for the Novgorod District.

Uniform Registration Number: 1095321004130  
Tax Identification Number: 5321135070  
Registered office: 21 Studenicheskaya street 43 Veliky Novgorod, Russia

The company operates in Russia.



## 2. Consolidated financial results

### Consolidated statement of financial position as at December 31st 2013 (PLN '000)

|                                                         |   | <b>Total</b>       | <b>Total</b>       | <b>Total</b>       | <b>Total</b>       |
|---------------------------------------------------------|---|--------------------|--------------------|--------------------|--------------------|
|                                                         |   | <b>Dec 31 2013</b> | <b>Sep 30 2013</b> | <b>Dec 31 2012</b> | <b>Sep 30 2012</b> |
| <b>Assets</b>                                           |   |                    |                    |                    |                    |
| Property, plant and equipment                           |   | 623,837            | 596,017            | 583,660            | 1,093,433          |
| Intangible assets                                       |   | 1,607              | 1,668              | 2,218              | 2,512              |
| Goodwill                                                |   | 107,829            | 107,829            | 107,829            | 107,829            |
| Investments in related entities                         |   | 117                | 126                | 117                | 117                |
| Other non-current financial assets                      |   | 18,672             | 7,010              | 10                 | 10                 |
| Investment property                                     |   | 3,995              | 4,300              | 4,300              | 4,300              |
| Deferred tax assets                                     |   | 14,970             | 30,244             | 12,184             | 16,583             |
| Prepayments for property, plant and equipment           |   | 5,578              | 2,612              | 5,426              | 206,146            |
| Government assistance receivable                        |   | 14,627             | 11,288             | 14,443             | 26,790             |
| <b>Non-current assets</b>                               |   | <b>791,232</b>     | <b>761,094</b>     | <b>730,187</b>     | <b>1,457,720</b>   |
| Inventories                                             |   | 177,692            | 151,470            | 174,803            | 236,984            |
| Current tax assets                                      |   | 20,837             | 7,984              | 261                | 413                |
| Trade and other receivables                             | 1 | 112,627            | 164,465            | 70,356             | 173,459            |
| Receivables under cash flow hedges                      |   | 0                  | 744                | 0                  | 0                  |
| Cash and cash equivalents                               |   | 16,450             | 107,485            | 17,518             | 33,149             |
| Other current financial assets –(granted loans)         |   | 0                  | 1,094              | 0                  | 0                  |
| Disposal group                                          | 3 | 0                  | 0                  | 813,907            | 0                  |
| <b>Current assets</b>                                   |   | <b>327,606</b>     | <b>433,242</b>     | <b>1,076,845</b>   | <b>444,005</b>     |
| <b>Total assets</b>                                     |   | <b>1,118,838</b>   | <b>1,194,336</b>   | <b>1,807,032</b>   | <b>1,901,725</b>   |
| <b>Equity</b>                                           |   |                    |                    |                    |                    |
| Share capital                                           |   | 16,376             | 16,376             | 16,376             | 16,376             |
| Share premium                                           |   | 289,806            | 289,806            | 289,806            | 289,806            |
| Statutory reserve funds                                 |   | 207,809            | 207,809            | 195,806            | 195,806            |
| Revaluation reserve                                     |   | 619                | 619                | 619                | 619                |
| Cash flow hedges                                        |   | 0                  | 744                | 0                  | 0                  |
| Exchange differences on translating foreign operations  |   | (84)               | 0                  | (14,292)           | (9,023)            |
| Exchange differences on net investments in subsidiaries |   | 0                  | 0                  | (3,829)            | (1,948)            |
| Retained earnings/(deficit)                             |   | 136,796            | 158,506            | 42,906             | 25,102             |
| <b>Equity (attributable to owners of the parent)</b>    |   | <b>651,322</b>     | <b>673,860</b>     | <b>527,392</b>     | <b>516,738</b>     |
| <b>Non-controlling interests</b>                        |   | <b>0</b>           | <b>72,494</b>      | <b>57,773</b>      | <b>63,491</b>      |
| <b>Total equity</b>                                     |   | <b>651,322</b>     | <b>746,354</b>     | <b>585,165</b>     | <b>580,229</b>     |
| <b>Liabilities</b>                                      |   |                    |                    |                    |                    |
| Borrowings and other debt instruments                   |   | 86,801             | 114,320            | 182,650            | 772,661            |
| Employee benefit obligations                            |   | 8,020              | 7,111              | 7,111              | 6,584              |
| Provisions                                              |   | 786                | 767                | 739                | 650                |
| Deferred tax liabilities                                |   | 9,606              | 9,347              | 8,245              | 13,185             |
| Deferred income from government assistance              |   | 30,292             | 26,450             | 27,233             | 39,870             |
| <b>Non-current liabilities</b>                          |   | <b>135,505</b>     | <b>157,995</b>     | <b>225,978</b>     | <b>832,950</b>     |
| Borrowings and other debt instruments                   |   | 67,730             | 106,272            | 528,448            | 201,741            |
| Finance lease liabilities                               |   | 0                  | 0                  | 0                  | 28                 |
| Current tax liabilities                                 |   | 639                | 1,597              | 1,136              | 92                 |
| Trade and other payables                                | 2 | 240,261            | 159,651            | 197,112            | 266,346            |
| Employee benefit obligations                            |   | 22,032             | 21,319             | 18,736             | 18,463             |
| Liabilities related to disposal group                   | 3 | 0                  | 0                  | 249,309            | 0                  |
| Deferred income from government assistance              |   | 1,349              | 1,148              | 1,148              | 1,876              |
| <b>Current liabilities</b>                              |   | <b>332,011</b>     | <b>289,987</b>     | <b>995,889</b>     | <b>488,546</b>     |
| <b>Total liabilities</b>                                |   | <b>467,516</b>     | <b>447,982</b>     | <b>1,221,867</b>   | <b>1,321,496</b>   |
| <b>Total equity and liabilities</b>                     |   | <b>1,118,838</b>   | <b>1,194,336</b>   | <b>1,807,032</b>   | <b>1,901,725</b>   |

**Off-balance-sheet items**

Guarantees and off-balance sheet liabilities are described in paragraphs 8 and 9 of the point VIII.

**Discussion of changes in key items of the statement of financial position**

An increase in property, plant and equipment was primarily a result of investments made in Q4 2013, which were partly offset by recognized depreciation charges.

As at the end of Q4 2013, no changes were recorded in goodwill. The decrease in intangible assets was due to their periodic depreciation.

The balance of other non-current financial assets as at the end of the year represents the value of sale proceeds blocked in accounts under executed agreements related to the sale of shares in the Russian companies.

The decline in deferred tax assets, attributable to their realization following sale of the Russian operations in the current reporting period, translated into a high amount of current tax assets.

The amount of government assistance receivable results from the revaluation of the total estimated value of the assistance, calculated on the basis of budgeted financial data relating to future years.

As at the end of Q4 2013, inventories were PLN 177.7m. In line with the expectations, they increased towards the end of the year as customers stocked up with raw materials for the winter.

As at December 31st 2013, trade and other receivables were down on the end of Q3 2013, due to improvement in the collectability of trade receivables before the end of the year. At the same time, the item increased relative to the end of 2012 because of extended payment deadlines to related companies.

As at December 31st 2013, the Group's equity was PLN 651m, having declined in comparison to September 30th 2013, predominantly as a result of settlement of the non-controlling interests acquisition in MDF and Silekol by the Parent.

As at December 31st 2013, the Group's debt liabilities decreased by PLN 66m in comparison to the end of Q3 2013, mainly due to repayment of credit facilities by MDF, a subsidiary. Proceeds from a share capital increase at MDF were partially used to prepay PLN 58m under an investment facility, and to settle trade payables.

Higher trade and other payables were mostly attributable to an increase in investment liabilities, which resulted from investment purchases made by the end of 2013, as well as acquisition of shares in a subsidiary.

**Consolidated statement of comprehensive income for the period January 1st – December 31st 2013  
(PLN '000)**

|                                                                                                            |      | <b>Total<br/>Jan 1–<br/>Dec 31 2013</b> | <b>Total*)<br/>Jan 1–<br/>Dec 31 2012</b> |
|------------------------------------------------------------------------------------------------------------|------|-----------------------------------------|-------------------------------------------|
| <b>Continuing operations</b>                                                                               | Note |                                         |                                           |
| Revenue                                                                                                    |      | 1,462,139                               | 1,432,282                                 |
| Cost of sales                                                                                              |      | (1,200,057)                             | (1,204,875)                               |
| <b>Gross profit</b>                                                                                        |      | <b>262,082</b>                          | <b>227,407</b>                            |
| Other income (*)                                                                                           |      | 8,802                                   | 19,016                                    |
| Distribution costs                                                                                         |      | (94,260)                                | (96,123)                                  |
| Administrative expenses                                                                                    |      | (64,157)                                | (65,596)                                  |
| Other expenses (*)                                                                                         |      | (4,033)                                 | (11,570)                                  |
| <b>Operating profit</b>                                                                                    |      | <b>108,434</b>                          | <b>73,134</b>                             |
| Finance income (*)                                                                                         |      | 3,479                                   | 31,679                                    |
| Finance costs (*)                                                                                          |      | (30,946)                                | (86,492)                                  |
| <b>Net finance costs</b>                                                                                   | 4    | <b>(27,467)</b>                         | <b>(54,813)</b>                           |
| <b>Profit before tax</b>                                                                                   |      | <b>80,967</b>                           | <b>18,321</b>                             |
| Income tax expense                                                                                         |      | (11,592)                                | (1,242)                                   |
| <b>Net profit from continuing operations</b>                                                               |      | <b>69,375</b>                           | <b>17,079</b>                             |
| <b>Discontinued operations</b>                                                                             |      |                                         |                                           |
| Net profit from discontinued operations (&)                                                                | 3    | 97,231                                  | 19,206                                    |
| <b>Net profit for reporting period</b>                                                                     |      | <b>166,606</b>                          | <b>36,285</b>                             |
| Attributable to non-controlling interests                                                                  |      | 14,541                                  | (13,530)                                  |
| Attributable to owners of the parent                                                                       |      | 152,065                                 | 49,815                                    |
| <b>EBITDA</b>                                                                                              |      | <b>156,545</b>                          | <b>116,149</b>                            |
| <b>Other income</b>                                                                                        |      |                                         |                                           |
| Exchange differences on translating foreign operations                                                     |      | 14,163                                  | (9,590)                                   |
| Exchange differences on net investments in subsidiaries                                                    |      | 3,829                                   | (8,011)                                   |
| Effective portion of loss on fair-value measurement of hedging instruments, including corporate income tax |      | 0                                       | 0                                         |
| <b>Other income</b>                                                                                        |      | <b>17,992</b>                           | <b>(17,601)</b>                           |
| <b>Comprehensive income for the period</b>                                                                 |      | <b>184,598</b>                          | <b>18,684</b>                             |
| <b>Comprehensive income for the period attributable to:</b>                                                |      |                                         |                                           |
| Owners of the parent                                                                                       |      | 170,102                                 | 32,351                                    |
| Non-controlling interests                                                                                  |      | 14,496                                  | (13,667)                                  |
| <b>Comprehensive income for the period</b>                                                                 |      | <b>184,598</b>                          | <b>18,684</b>                             |
| Basic earnings per share (PLN)                                                                             |      | 3.06                                    | 1.00                                      |
| Diluted earnings per share (PLN)                                                                           |      | 3.06                                    | 1.00                                      |

\*) change of operating forex presentation, further description in point III.1.c “changes of accounting principles, comparative period restated

(&) the comparative period restated, a reconciliation note 3

**Consolidated statement of changes in equity for the period January 1st – December 31st 2013 (PLN ‘000)**

|                                                                | Share capital | Share premium  | Statutory reserve funds | Revaluation reserve | Exchange differences on translating foreign operations | Exchange differences on net investments in subsidiaries | Retained earnings/(deficit) | Total           | Non-controlling interests | Total            |
|----------------------------------------------------------------|---------------|----------------|-------------------------|---------------------|--------------------------------------------------------|---------------------------------------------------------|-----------------------------|-----------------|---------------------------|------------------|
| <b>As at Jan 1 2013</b>                                        | <b>16,376</b> | <b>289,806</b> | <b>195,806</b>          | <b>619</b>          | <b>(14,292)</b>                                        | <b>(3,829)</b>                                          | <b>42,906</b>               | <b>527,392</b>  | <b>57,773</b>             | <b>585,165</b>   |
| <b>Comprehensive income for the period</b>                     |               |                |                         |                     |                                                        |                                                         |                             |                 |                           |                  |
| Net profit                                                     | 0             | 0              | 0                       | 0                   | 0                                                      | 0                                                       | 152,065                     | 152,065         | 14,541                    | 166,606          |
| <b>Other comprehensive income</b>                              |               |                |                         |                     |                                                        |                                                         |                             |                 |                           |                  |
| Exchange differences on translating foreign operations         | 0             | 0              | 0                       | 0                   | 14,208                                                 | 0                                                       | 0                           | 14,208          | (45)                      | 14,163           |
| Exchange differences on net investments in subsidiaries        | 0             | 0              | 0                       | 0                   | 0                                                      | 3,829                                                   | 0                           | 3,829           | 0                         | 3,829            |
| <b>Total other comprehensive income</b>                        | <i>0</i>      | <i>0</i>       | <i>0</i>                | <i>0</i>            | <i>14,208</i>                                          | <i>3,829</i>                                            | <i>0</i>                    | <i>18,037</i>   | <i>(45)</i>               | <i>17,992</i>    |
| <b>Total comprehensive income for the period</b>               | <b>0</b>      | <b>0</b>       | <b>0</b>                | <b>0</b>            | <b>14,208</b>                                          | <b>3,829</b>                                            | <b>152,065</b>              | <b>170,102</b>  | <b>14,496</b>             | <b>184,598</b>   |
| <b>Transactions with owners recognised in equity</b>           |               |                |                         |                     |                                                        |                                                         |                             |                 |                           |                  |
| Loss of control over subsidiary Pfleiderer MDF OOO             | 0             | 0              | 0                       | 0                   | 0                                                      | 0                                                       | 0                           | 0               | 5,004                     | 5,004            |
| Purchase of non-controlling interests                          | 0             | 0              | 0                       | 0                   | 0                                                      | 0                                                       | (46,172)                    | (46,172)        | (77,273)                  | (123,445)        |
| Transfer of part of 2012 net profit to statutory reserve funds | 0             | 0              | 12,003                  | 0                   | 0                                                      | 0                                                       | (12,003)                    | 0               | 0                         | 0                |
| <b>Transactions with owners recognised in equity</b>           | <i>0</i>      | <i>0</i>       | <i>12,003</i>           | <i>0</i>            | <i>0</i>                                               | <i>0</i>                                                | <i>(58,175)</i>             | <i>(46,172)</i> | <i>(72,269)</i>           | <i>(118,441)</i> |
| <b>As at Dec 31 2013</b>                                       | <b>16,376</b> | <b>289,806</b> | <b>207,809</b>          | <b>619</b>          | <b>(84)</b>                                            | <b>0</b>                                                | <b>136,796</b>              | <b>651,322</b>  | <b>0</b>                  | <b>651,322</b>   |

**Consolidated statement of changes in equity for the period January 1st–December 31st 2012 (PLN ‘000)**

|                                                                | Share capital | Share premium  | Statutory reserve funds | Revaluation reserve | Exchange differences on translating foreign operations | Exchange differences on net investments in subsidiaries | Retained earnings/(de fit) | Total           | Non-controlling interests | Total           |
|----------------------------------------------------------------|---------------|----------------|-------------------------|---------------------|--------------------------------------------------------|---------------------------------------------------------|----------------------------|-----------------|---------------------------|-----------------|
| <b>As at Jan 1 2012</b>                                        | <b>16,376</b> | <b>289,806</b> | <b>155,005</b>          | <b>619</b>          | <b>(4,839)</b>                                         | <b>4,182</b>                                            | <b>33,892</b>              | <b>495,041</b>  | <b>71,440</b>             | <b>566,481</b>  |
| <b>Comprehensive income for the period</b>                     |               |                |                         |                     |                                                        |                                                         |                            |                 |                           |                 |
| Net profit/loss                                                | 0             | 0              | 0                       | 0                   | 0                                                      | 0                                                       | 49,815                     | 49,815          | (13,530)                  | 36,285          |
| <b>Other comprehensive income</b>                              |               |                |                         |                     |                                                        |                                                         |                            |                 |                           |                 |
| Exchange differences on translating foreign operations         | 0             | 0              | 0                       | 0                   | (9,453)                                                | 0                                                       | 0                          | (9,453)         | (137)                     | (9,590)         |
| Exchange differences on net investments in subsidiaries        | 0             | 0              | 0                       | 0                   | 0                                                      | (8,011)                                                 | 0                          | (8,011)         | 0                         | (8,011)         |
| <b>Total other comprehensive income</b>                        | <b>0</b>      | <b>0</b>       | <b>0</b>                | <b>0</b>            | <b>(9,453)</b>                                         | <b>(8,011)</b>                                          | <b>0</b>                   | <b>(17,464)</b> | <b>(137)</b>              | <b>(17,601)</b> |
| <b>Total comprehensive income for the period</b>               | <b>0</b>      | <b>0</b>       | <b>0</b>                | <b>0</b>            | <b>(9,453)</b>                                         | <b>(8,011)</b>                                          | <b>49,815</b>              | <b>32,351</b>   | <b>(13,667)</b>           | <b>18,684</b>   |
| <b>Transactions with owners recognised in equity</b>           |               |                |                         |                     |                                                        |                                                         |                            |                 |                           |                 |
| Transfer of part of 2011 net profit to statutory reserve funds | 0             | 0              | 40,801                  | 0                   | 0                                                      | 0                                                       | (40,801)                   | 0               | 0                         | 0               |
| <b>Transactions with owners recognised in equity</b>           | <b>0</b>      | <b>0</b>       | <b>40,801</b>           | <b>0</b>            | <b>0</b>                                               | <b>0</b>                                                | <b>(40,801)</b>            | <b>0</b>        | <b>0</b>                  | <b>0</b>        |
| <b>As at Dec 31 2012</b>                                       | <b>16,376</b> | <b>289,806</b> | <b>195,806</b>          | <b>619</b>          | <b>(14,292)</b>                                        | <b>(3,829)</b>                                          | <b>42,906</b>              | <b>527,392</b>  | <b>57,773</b>             | <b>585,165</b>  |

**Consolidated statement of cash flows for the period January 1st – December 31st 2013 (PLN ‘000)**

|                                                                                   | Note | Jan 1–<br>Dec 31 2013 | Jan 1–<br>Dec 31 2012 |
|-----------------------------------------------------------------------------------|------|-----------------------|-----------------------|
| <b>Cash flows from operating activities</b>                                       |      |                       |                       |
| <b>Net profit for the reporting year</b>                                          |      | <b>166,606</b>        | <b>36,285</b>         |
| Adjustments                                                                       |      | (55,153)              | 214,103               |
| Depreciation and amortisation                                                     |      | 48,111                | 76,946                |
| Foreign exchange gains/losses                                                     |      | (336)                 | (9,129)               |
| Interest for the period                                                           |      | 26,495                | 89,877                |
| Gain/loss on investing activities                                                 |      | 145                   | 429                   |
| Income tax disclosed in profit or loss for the period                             |      | 11,592                | 24,302                |
| Deferred income tax recognised in equity                                          |      | 0                     | (1,879)               |
| Change in trade and other receivables                                             |      | (33,420)              | 22,792                |
| Change in inventories                                                             |      | (11,839)              | 21,115                |
| Change in trade and other payables                                                |      | (3,741)               | (11,138)              |
| Change in employee benefit obligations                                            |      | 4,205                 | 7                     |
| Change in provisions                                                              |      | 47                    | 105                   |
| Amortisation of government assistance                                             |      | 3,076                 | (1,871)               |
| Net gain/loss on forward contracts                                                |      | 1,498                 | 767                   |
| Change in exchange differences on translating foreign operations                  |      | (80)                  | 1,427                 |
| Net profit/loss from discontinued operations                                      | 3    | (97,231)              | 0                     |
| Other adjustments                                                                 |      | (3,675)               | 353                   |
| <b>Cash flows from operating activities</b>                                       |      | <b>111,453</b>        | <b>250,388</b>        |
| Interest received                                                                 |      | 1 609                 | 217                   |
| Income tax paid                                                                   |      | (4,152)               | (22,547)              |
| <b>Net cash from operating activities before tax from discontinued operations</b> |      | <b>108,910</b>        | <b>228,058</b>        |
| Income tax from discontinued operations                                           |      | (68,226)              | 0                     |
| <b>Net cash from operating activities after tax from discontinued operations</b>  |      | <b>40,684</b>         | <b>228,058</b>        |
| <b>Cash flows from investing activities</b>                                       |      |                       |                       |
| Disposal of non-current assets                                                    |      | 359                   | (147)                 |
| Disposal of non-current assets held for sale                                      | 3    | 705,025               | 0                     |
| Acquisition of intangible assets and property, plant and equipment                |      | (65, 920)             | (27,576)              |
| Loans advanced to other entities                                                  |      | (205)                 | 0                     |
| Repayment of loans to other entities                                              |      | 207                   | 0                     |
| Acquisition of a subsidiary and minority interests                                |      | (94,085)              | 0                     |
| Other adjustments                                                                 |      | (519)                 | 0                     |
| <b>Net cash from investing activities</b>                                         |      | <b>544,862</b>        | <b>(27,723)</b>       |
| <b>Cash flows from financing activities</b>                                       |      |                       |                       |
| Repayment of borrowings and other debt instruments                                |      | (589,466)             | (129,434)             |
| Increase in borrowings and other debt instruments                                 |      | 31,261                | 22,310                |
| Interest paid                                                                     |      | (28,409)              | (85,522)              |
| <b>Net cash from financing activities</b>                                         |      | <b>(586,614)</b>      | <b>(192,646)</b>      |
| Change in cash                                                                    |      | (1,068)               | 7,689                 |
| Cash at beginning of the period                                                   |      | 17,518                | 19,586                |
| <b>Cash at end of the period, including:</b>                                      |      | <b>16,450</b>         | <b>27,275</b>         |
| Cash from continuing operations                                                   |      | 16,450                | 17,518                |
| Cash classified as disposal group                                                 |      | 0                     | 9,757                 |

## VII. CAPITAL EXPENDITURE

In Q4 2013, the Pfleiderer Grajewo Group incurred capital expenditure of PLN 32m.

## VIII. SUPPLEMENTARY INFORMATION

### 1. Material agreements

On December 27th 2013, Pfleiderer Grajewo S.A. subscribed for 200,000 newly issued shares in the increased share capital of its subsidiary, Pfleiderer MDF Sp. z o.o. of Grajewo, with a par value of PLN 500 per share.

The shares were issued pursuant to a resolution on an increase of PLN 100,000,000 in the company's share capital, adopted by the extraordinary meeting of shareholders of Pfleiderer MDF Sp. z o.o. on December 27th 2013. Pfleiderer Grajewo S.A. subscribed for the shares in exchange for a cash contribution of PLN 100,000,000. The subscription was financed with Pfleiderer Grajewo S.A.'s own funds.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Holzwerkstoffe GmbH of Neumarkt, Germany, as the seller, signed an agreement for the purchase of shares in Silekol Sp. z o.o. of Kędzierzyn Koźle. Pursuant to the agreement Pfleiderer Grajewo S.A. purchased 22,700 non-preference shares, with a par value of PLN 1,000 per share, in the share capital of its subsidiary, Silekol Sp. z o.o. The shares represent 50% of the company's share capital and confer the right to 50% of the total vote at its meeting of shareholders.

The purchase price for the shares amounted to EUR 22,432,696, an equivalent of PLN 93,122,608. The ownership title to the shares was transferred to Pfleiderer Grajewo S.A. on the date of the purchase price payment, i.e. on December 27th 2013. As at December 31st 2013, Pfleiderer Grajewo S.A. held 100% of Silekol Sp. z o.o.'s share capital.

Pfleiderer Holzwerkstoffe GmbH is a subsidiary of Pfleiderer GmbH of Dusseldorf, which is also an indirect parent of Pfleiderer Grajewo S.A.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Service GmbH of Neumarkt, Germany, as the seller, signed a preliminary agreement for the purchase of shares in Pfleiderer MDF Sp. z o.o. of Grajewo, a subsidiary.

The preliminary purchase agreement concerned 135,328 non-preference shares with a par value of PLN 500 per share. As at the date of the preliminary agreement, the shares represented 50% of Pfleiderer MDF Sp. z o.o.'s share capital and conferred the right to 50% of the total vote at its meeting of shareholders and a 50% share in profit (dividend).

Conclusion of the final purchase agreement and transfer of the ownership title to the shares took place immediately after the court registered an increase of PLN after the balance sheet date.

After the purchase of the shares from Pfleiderer Service GmbH, Pfleiderer Grajewo S.A. holds 100% of Pfleiderer MDF Sp. z o.o.'s share capital.

Pfleiderer Service GmbH is the parent of Pfleiderer Grajewo S.A.

On November 28th 2013, Pfleiderer MDF Sp. z o.o. of Grajewo, a subsidiary, executed an annex to the credit facility agreement with PKO Bank Polski S.A. of January 15th 2007. In accordance with the annex,

the final repayment date of the investment facility, contracted for the construction of the MDF plant in Grajewo, was extended. Previously, the final repayment date was July 15th 2016, and under the annex it was changed to October 15th 2018. Execution of the annex also entailed a change in the principal repayment schedule.

The new schedule came in force after certain conditions were fulfilled, including:

- a PLN 100,000,000 increase in Pfleiderer MDF Sp. z o.o.'s share capital by December 30th 2013, and subscription for the new issue shares by Pfleiderer Grajewo S.A. The parties agreed that this condition would be deemed fulfilled after a relevant resolution was adopted by the Pfleiderer MDF Sp. z o.o. General Meeting, Pfleiderer Grajewo S.A. made a relevant representation on subscription for the new shares, the cash contribution was made, and a request for registering the share capital increase was filed with the court.

- execution of an agreement on a subordinated loan of up to PLN 28,000,000 between Pfleiderer Grajewo S.A. (as the lender) and Pfleiderer MDF Sp. z o.o. (as the borrower) by December 30th 2013, whereby the loan would be subordinated to the credit facilities provided by PKO BP S.A.

Proceeds from the share capital increase and the loan were used to prepay PLN 58,088,000 under the investment facility advanced by PKO BP S.A., as well as to finance future investments and working capital of Pfleiderer MDF Sp. z o.o. Following the prepayment, the amount outstanding under the facility as at the end of 2013 was PLN 90,800,520. As a result of the partial prepayment of the facility and extension of the facility repayment date, the related debt service costs will decrease significantly over the following years.

Furthermore, on November 28th 2013, Pfleiderer MDF Sp. z o.o. and PKO Bank Polski S.A. executed an annex to the multi-purpose credit facility agreement of August 29th 2007, and conditionally extended the facility of PLN 54,000,000 until June 30th 2016. The conditions for extension of the facility included the abovementioned share capital increase and execution of a subordinated loan agreement.

The other material terms of the credit facilities remained unchanged.

## **2. Write downs and reversal of write downs of inventories measured at net realisable value**

In the statement of financial position, inventories are recognised net of write downs. In Q4 2013, the Group did not recognise any material write downs of inventories. Write downs are recognised as other expenses under operating activities, while their reversal is disclosed as other income.

## **3. Impairment losses and reversal of impairment losses on financial assets, property, plant and equipment, intangible assets and other assets**

In Q4 2013, the Group did not recognise any impairment losses on property, plant and equipment. In Q4 2013, the Group reversed impairment losses on receivables of PLN 282 thousand.

## **4. Provisions**

As at the end of Q4 2013, the Group maintained a provision for employee benefit obligations of PLN 8,328 thousand updated at the balance sheet day by the actuary. It is the only provision recognised by the Group under IAS.

## **5. Deferred tax assets and liabilities**

In Q4 2013, deferred tax assets dropped by PLN 15.3m mainly due to the usage of the tax losses and deferred tax liabilities rose by PLN 0.1m compared with Q3 2013

## **6. Material purchase and sale transactions in property, plant and equipment**

In Q4 2013, the Group purchased property, plant and equipment for PLN 32m, which mainly included expenditure on group 5 tangible assets (purchase of a dust production line and KT5 and KT10 production lines) as well as group 7 tangible assets.



**7. Material liabilities under purchase of property, plant and equipment**

As at the end of Q4 2013, the Group carried liabilities under purchase of property, plant and equipment of PLN 18m.

**8. Guarantees and sureties**

As at December 31st 2013, Group subsidiaries carried sureties granted in respect of obligations incurred by other Group companies. No sureties or guarantees were issued in respect of obligations incurred by entities outside the Group.

The existing sureties were issued by three companies: Pfleiderer Grajewo S.A., Pfleiderer Prospan S.A. and Silekol Sp. z o.o., and covered exclusively the obligations of other Group companies under contracted bank borrowings.

Pfleiderer Grajewo S.A., the Parent, had six outstanding sureties for an aggregate amount of up to PLN 65,622 thousand. As at December 31st 2013, the amount of underlying debt secured with the sureties was PLN 4,622 thousand.

Pfleiderer Prospan S.A., a subsidiary, issued seven sureties for an aggregate amount of up to PLN 268,000 thousand, of which the highest-value sureties were:

- two sureties for an aggregate amount of up to PLN 115,000 thousand in respect of bank loans advanced to Pfleiderer Grajewo S.A. by Bank Millennium S.A. of June 26th 2013,
- two sureties for an aggregate amount of up to PLN 115,000 thousand in respect of bank loans advanced to Pfleiderer Grajewo S.A. by Alior Bank S.A. of June 26th 2013.

As at December 31st 2013, the amount of underlying debt secured with the sureties was PLN 21,547 thousand.

Silekol Sp. z o.o., a subsidiary, issued seven sureties for an aggregate amount of up to PLN 268,000 thousand, of which the highest-value sureties were:

- two sureties for an aggregate amount of up to PLN 115,000 thousand in respect of bank loans advanced to Pfleiderer Grajewo S.A. by Bank Millennium S.A. of June 26th 2013,
- two sureties for an aggregate amount of up to PLN 115,000 thousand in respect of bank loans advanced to Pfleiderer Grajewo S.A. by Alior Bank S.A. of June 26th 2013.

As at December 31st 2013, the amount of underlying debt secured with the sureties was PLN 21,547 thousand.

The other Group subsidiaries did not issue any guarantees or sureties.

**9. Changes in contingent assets and liabilities**

Contingent liabilities arising from signed guarantees contracts are described in Section 8

**10. Issue, redemption and repayment of equity and non-equity securities**

In Q4 2013, Pfleiderer Grajewo S.A. carried out ten issues of commercial paper in the form of short-term notes with a view to optimising the Group's management of financial liquidity. The notes were issued pursuant to a commercial paper programme agreement executed with Bank PEKAO S.A. on July 22nd 2003 and in accordance with the Polish Bonds Act of June 29th 1995 as zloty-denominated, unsecured, zero-coupon bearer securities in book-entry form. The notes are redeemed at their par value.

The notes were acquired by Pfleiderer Prospan S.A., a subsidiary.

**11. Defaults under borrowings and other debt instruments with respect to which no remedial action was taken by the end of the reporting period**

As at December 31st 2013, no such events occurred.

**12. Discontinued operations and disposal groups**

On October 19th 2012, Pfleiderer Grajewo S.A. as the seller, and Ingka Pro Holding Subholding I B.V. and SWEDSPAN Holding B.V., as the buyers, entered into a conditional agreement on sale of a 100% interest in Pfleiderer OOO of Russia, as well as of assets of Pfleiderer MDF OOO of Russia (a subsidiary) and Blitz 11-446 GmbH of Germany (a jointly-controlled entity). The final sale agreement was signed on January 23rd 2013. For details, see Note 3 in Section 26.

**13. Dividend paid**

In Q4 2013, no decisions were made concerning dividend payment.

**14. Performance forecast**

Given the fast-changing market environment, Pfleiderer Grajewo S.A., the Parent, did not publish any financial forecasts for 2013 and 2014.

**15. Material subsequent events**

After December 31st 2013, Pfleiderer Grajewo S.A. carried out four issues of commercial paper in the form of short-term notes with a view to optimising the Group's financial liquidity management. The notes were issued pursuant to a commercial paper programme agreement executed with Bank PEKAO S.A. on July 22nd 2003 and in accordance with the Polish Bonds Act of June 29th 1995 as złoty-denominated, unsecured, zero-coupon bearer securities in book-entry form. The notes are redeemed at their par value. The notes were acquired by Pfleiderer Prospan S.A., a subsidiary.

On January 9th 2014, Silekol Sp. z o.o. of Kędzierzyn Koźle, a subsidiary of Pfleiderer Grajewo S.A., executed a framework agreement with Grupa Azoty Zakłady Azotowe Puławy S.A. of Puławy for the supply of urea, which Silekol Sp. z o.o. uses as a key feedstock in the manufacture of adhesive amino resins. Under the agreement, supplier agreed to supply urea to Silekol Sp. z o.o. in specified amounts, and Silekol Sp. z o.o. agreed to accept the supplied urea. The purchase price of the urea will be determined based on a price formula specified in the supply agreement. The agreement was concluded for a period of five years, and the total value of urea to be supplied throughout its term is estimated at PLN 216.4m. The agreement may be terminated on six months' notice if either party defaults on a material obligation under the agreement, and fails to duly fulfil that obligation in accordance with the agreement within 30 days of having been called to do so. For the Azoty Group, the agreed urea supplies will be coordinated by Grupa Azoty Zakłady Azotowe Kędzierzyn S.A.

On January 9th 2014, Silekol Sp. z o.o. of Kędzierzyn Koźle, a subsidiary of Pfleiderer Grajewo S.A., executed an agreement with Grupa Azoty Zakłady Azotowe Kędzierzyn S.A. of Kędzierzyn Koźle ("GA ZAK") for the supply of urea, which Silekol Sp. z o.o. uses as a key feedstock in the manufacture of adhesive amino resins. Under the agreement, GA ZAK agreed to supply urea to Silekol Sp. z o.o. in specified amounts, and Silekol Sp. z o.o. agreed to accept the supplied urea. The purchase price of the urea will be determined based on a price formula specified in the supply agreement. The agreement was concluded for a period of five years, and the total value of urea to be supplied throughout its term is estimated at PLN 694.2m. The agreement provides for contractual penalties, payable by the parties in the event of failure to deliver or accept, as the case may be, the urea, in the amount of up to 25% of the value of the urea supplies that the party failed to supply or accept. Payment of the contractual penalties does not preclude a party's right to seek compensation in excess of the penalty amount. The agreement may be terminated on six months' notice if either party defaults on a material obligation under the agreement, and fails to duly fulfil that obligation in accordance with the agreement within 30 days of having been called to do so. For the Azoty Group, the agreed urea supplies will be coordinated by GA ZAK.

On January 20th 2014, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Service GmbH of Neumarkt, Germany, as the seller, signed an agreement for the purchase of shares in Pfleiderer MDF Sp. z o.o. of Grajewo. The agreement was signed pursuant to the provisions of the preliminary purchase agreement dated December 27th 2013. Prior to the signing of the final purchase agreement the condition provided for in the preliminary agreement was satisfied, i.e. an increase of PLN 100,000,000 in the share capital of Pfleiderer MDF Sp. z o.o. was registered with the court. The new shares in the increased share capital were subscribed for by Pfleiderer Grajewo S.A. in exchange for a cash contribution of PLN 100,000,000. The purchase agreement concerned 135,328 non-preference shares with a par value of PLN 500 per share. The purchase price for the shares amounted to EUR 6,987,694, an equivalent of PLN 29,059,024.26. After the purchase of the 135,328 shares, Pfleiderer Grajewo S.A. now holds 100% of Pfleiderer MDF Sp. z o.o.'s share capital.

On January 30th 2014, Pfleiderer Prospan S.A. of Wieruszów, a subsidiary of Pfleiderer Grajewo S.A., served a termination notice under a factoring agreement of September 26th 2007 with PEKAO Faktoring Sp. z o.o. of Lublin. The agreement will terminate on the lapse of a one-month notice period, that is on February 28th 2014. The termination followed from a decision to change the factor providing services in respect of Pfleiderer Prospan S.A.'s trade receivables, and involves no material financial consequences for Pfleiderer Prospan S.A.

On the same date, January 30th 2014, Pfleiderer Prospan S.A. and BZ WBK Faktor Sp. z o.o. of Warsaw entered into a non-recourse factoring agreement with a receivables limit of PLN 80,000,000. The agreement is subject to a condition precedent. It will enter into force on the date on which BZ WBK Faktor Sp. z o.o. receives Pfleiderer Prospan S.A.'s statement to the effect that the factoring agreement between Pfleiderer Prospan S.A. and PEKAO Faktoring Sp. z o.o. was terminated and settled.

## **16. Changes in the Group's structure**

On December 27th 2013, Pfleiderer Grajewo S.A. subscribed for 200,000 newly issued shares in the increased share capital of its subsidiary, Pfleiderer MDF Sp. z o.o. of Grajewo, with a par value of PLN 500 per share.

The shares were issued pursuant to a resolution on an increase of PLN 100,000,000 in the company's share capital, adopted by the extraordinary meeting of shareholders of Pfleiderer MDF Sp. z o.o. on December 27th 2013. Pfleiderer Grajewo S.A. subscribed for the shares in exchange for a cash contribution of PLN 100,000,000. The subscription was financed with Pfleiderer Grajewo S.A.'s own funds.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Holzwerkstoffe GmbH of Neumarkt, Germany, as the seller, signed an agreement for the purchase of shares in Silekol Sp. z o.o. of Kędzierzyn Koźle. Pursuant to the agreement Pfleiderer Grajewo S.A. purchased 22,700 non-preference shares, with a par value of PLN 1,000 per share, in the share capital of its subsidiary, Silekol Sp. z o.o. The shares represent 50% of the company's share capital and confer the right to 50% of the total vote at its meeting of shareholders.

The purchase price for the shares amounted to EUR 22,432,696, an equivalent of PLN 93,122,608. The ownership title to the shares was transferred to Pfleiderer Grajewo S.A. on the date of the purchase price payment, i.e. on December 27th 2013. As at December 31st 2013, Pfleiderer Grajewo S.A. held 100% of Silekol Sp. z o.o.'s share capital.

Pfleiderer Holzwerkstoffe GmbH is a subsidiary of Pfleiderer GmbH of Dusseldorf, which is also an indirect parent of Pfleiderer Grajewo S.A.

On December 27th 2013, Pfleiderer Grajewo S.A., as the purchaser, and Pfleiderer Service GmbH of Neumarkt, Germany, as the seller, signed a preliminary agreement for the purchase of shares in Pfleiderer MDF Sp. z o.o. of Grajewo, a subsidiary.

The preliminary purchase agreement concerned 135,328 non-preference shares with a par value of PLN 500 per share. As at the date of the preliminary agreement, the shares represented 50% of Pfleiderer MDF Sp. z o.o.'s share capital and conferred the right to 50% of the total vote at its meeting of shareholders and a 50% share in profit (dividend).

Conclusion of the final purchase agreement and transfer of the ownership title to the shares took place immediately after the court registered an increase in the share capital of Pfleiderer MDF Sp. z o.o.

After the purchase of the shares from Pfleiderer Service GmbH, Pfleiderer Grajewo S.A. held 100% of Pfleiderer MDF Sp. z o.o.'s share capital.

Pfleiderer Service GmbH is the parent of Pfleiderer Grajewo S.A.

## **17. Transactions with owners and related parties**

In Q4 2013, Pfleiderer Grajewo S.A., the Parent, carried out ten issues of short-term notes, all of which were acquired by Pfleiderer Prospan S.A., a subsidiary.

Agreement for the purchase of shares from related entities are described in paragraph 16

## **18. Change in the number of shares or options held by the management and supervisory staff**

As at the release date of this report, the number of Pfleiderer Grajewo (the Parent) shares held by the Management Board members was as follows:

- Wojciech Gątkiewicz, President of the Management Board, held 5,400 shares in Pfleiderer Grajewo S.A.;
  - Rafał Karcz, member of the Management Board, held 3,472 shares in Pfleiderer Grajewo S.A.;
  - Dariusz Tomaszewski, member of the Management Board, held 4,108 shares in Pfleiderer Grajewo S.A.;
- As at the report release date, members of the Pfleiderer Grajewo Supervisory Board did not hold any shares in the Parent.

## **19. Shareholder structure as at the report release date**

| Shareholder structure as at February 27th 2014 | Number of shares  | Ownership interest | Number of votes at GM | % of votes at GM |
|------------------------------------------------|-------------------|--------------------|-----------------------|------------------|
| Pfleiderer Service GmbH                        | 32,308,176        | 65.11%             | 32,308,176            | 65.11%           |
| Aviva OFE Aviva BZ WBK                         | 4,928,816         | 9.93%              | 4,928,816             | 9.93%            |
| ING OFE                                        | 2,639,144         | 5.32%              | 2,639,144             | 5.32%            |
| Other shareholders                             | 9,747,864         | 19.64%             | 9,747,864             | 19.64%           |
| <b>TOTAL</b>                                   | <b>49,624,000</b> | <b>100.00%</b>     | <b>49,624,000</b>     | <b>100.00%</b>   |

The information on the number of Pfleiderer Grajewo S.A. shares held by Aviva OFE (former Commercial Union Otwarty Fundusz Emerytalny BPH CU WBK) is sourced from the most recent notification of shareholding change, received by the Parent on July 9th 2007.

The information on the number of Company shares held by ING OFE is sourced from the most recent notification of shareholding change, received by the Parent on June 5th 2009.

The number of shares held by the main shareholder, Pfleiderer Service GmbH, did not change in Q4 2013.

## **20. Court proceedings**

On April 2nd 2012, Pfleiderer Grajewo S.A., the Parent, and Pfleiderer Prospan S.A., a subsidiary, received a decision of the President of the Office of Competition and Consumer Protection, dated March 30th 2012, concerning the instigation of anti-trust proceedings on suspicion that Kronospan Szczecinek

Sp. z o.o., Kronospan Mielec Sp. z o.o., Kronopol Sp. z o.o., Pfleiderer Grajewo S.A. and Pfleiderer Prospan S.A. acted in collusion to frustrate competition on the domestic chipboard and fibreboard markets.

During the proceedings, Pfleiderer Grajewo S.A. and Pfleiderer Prospan S.A. provided additional information required by the Office. At present, the Parent's Management Board is not able to assess the risk based on the information available to it or determine the estimated closing date of the proceedings.

Other than the proceedings referred to above, there are no court, arbitration or administrative proceedings pending with respect to any liabilities or claims of the Group companies, whose value would represent 10% or more of the Parent's equity.

## **21. Material settlements under court proceedings**

As at December 31st 2013, the Group did not carry any material settlements under court proceedings. In Q4 2013, there were no circumstances which would substantiate the recognition of any provisions for costs of court proceedings.

## **22. Correction of errors of past periods**

As at the end of Q4 2013, the Group did not correct any errors of past periods.

## **23. Other material information**

There were no other material events in Q4 2013.

## **24. Financial instruments**

The Group manages all types of financial risk described below, which may have a significant effect on its operations in the future. In its risk management process, the Group focuses on the following risk types:

- credit risk,
- market risk, including interest rate risk and currency risk,
- liquidity risk.

The objective behind credit risk management is to reduce the Group's losses which could follow from customers' insolvency. This risk is mitigated with the use of receivables insurance and factoring services.

The purpose of market risk management is to control and maintain the Group's exposure to market risk within assumed parameters. The objective of currency risk management is to minimise losses arising out of unfavourable changes in foreign exchange rates. The Group monitors its currency position with a view to protecting cash flows. To manage its currency risk, it first relies on natural hedging and where necessary uses forward and swap contracts.

As at December 31st 2013, Pfleiderer Grajewo S.A., the Parent, was not party to any open EUR/PLN forward contracts.

As at December 31st 2013, Silekol Sp. z o.o., a subsidiary had 4 open FX Forward contracts to sell the total of EUR 2,550 thousand in January and February 2104. The valuation of the contracts as at December 31st 2013 was positive, at PLN 100 thousand.

The other Group companies were not counterparties in any derivative contracts as at December 31st 2013.

In Q4 2013, the Group did not hedge its interest rate risk or risk of fluctuations in raw material prices.

The objective of financial liquidity management is to protect the Group against insolvency. This objective is pursued through regular projection of debt levels in a five-year horizon, and arrangement of appropriate financing.

## **25. Operating segments**

The Group has identified two geographical operating segments , based on asset storage location and asset operation location. Following sale of the assets located in Russia, Poland is now the Group's only geographical segment.

In Q4 2013, the Group's sales grew by 1% year on year, with export sales accounting for approximately 26.2% of the total. The Group's key export destinations include Russia, Germany, Lithuania, Belarus, Kazakhstan and Sweden.

## 26. Notes to the consolidated statement of financial position

### Note 1 – Trade and other receivables (PLN '000)

|                                        | Dec 31 2013    | Sep 30 2013    | Dec 31 2012   | Sep 30 2012    |
|----------------------------------------|----------------|----------------|---------------|----------------|
| Trade receivables                      | 40,557         | 67,108         | 43,090        | 124,457        |
| Receivables from related entities      | 38,826         | 39,713         | 7,596         | 20,787         |
| Current prepayments and accrued income | 7,025          | 13,234         | 10,380        | 10,730         |
| Current VAT receivables                | 15,114         | 9,677          | 7,660         | 6,524          |
| Other receivables                      | 11,105         | 34,733         | 1,630         | 10,961         |
| <b>Total</b>                           | <b>112,627</b> | <b>164,465</b> | <b>70,356</b> | <b>173,459</b> |

### Note 2 – Trade and other payables (PLN '000)

|                                                              | Dec 31 2013    | Sep 30 2013    | Dec 31 2012    | Sep 30 2012    |
|--------------------------------------------------------------|----------------|----------------|----------------|----------------|
| Trade payables                                               | 131,233        | 108,634        | 158,378        | 184,269        |
| Liabilities to related entities                              | 5,784          | 4,528          | 3,416          | 18,958         |
| VAT liabilities                                              | 154            | 1,418          | 106            | 15,766         |
| Liabilities under factoring agreements                       | 37,462         | 28,201         | 17,418         | 3,731          |
| Liabilities under investment supplies                        | 18,091         | 2,870          | 9,051          | 1,952          |
| Prepaid deliveries                                           | 2,436          | 1,307          | 1,484          | 2,248          |
| Liabilities under purchase of minority stake in a subsidiary | 29,360         | 0              | 0              | 0              |
| Other liabilities                                            | 15,741         | 12,693         | 7,259          | 39,422         |
| <b>Total</b>                                                 | <b>240,261</b> | <b>159,651</b> | <b>197,112</b> | <b>266,346</b> |

### Note 3 – Discontinued operations and disposal groups

On October 19th 2012, Pfleiderer Grajewo S.A., the Parent (as the seller), and Ingka Pro Holding Subholding I B.V. and SWEDSPAN Holding B.V. (as the buyers) entered into a conditional agreement on sale of a 100% interest in Pfleiderer OOO of Russia, as well as of assets of Pfleiderer MDF OOO of Russia (a subsidiary) and of Blitz 11-446 GmbH of Germany (a jointly-controlled entity). The final sale agreement was signed on January 23rd 2013.

#### Net assets 23.01.2013

|                                               |                  |
|-----------------------------------------------|------------------|
| Property, plant and equipment and prepayments | (571 534)        |
| Inventories                                   | (47 881)         |
| Trade and other receivables                   | (69 284)         |
| Cash and cash equivalents                     | (5 376)          |
|                                               | <b>(694 075)</b> |
| Deferred tax liabilities                      | 1654             |
| Borrowings and other debt instruments         | 55089            |
| Trade and other payables                      | 71 722           |
| <b>Net assets on discontinued operations</b>  | <b>(565 610)</b> |

Other items taken in the result on the transaction

|                                                         |          |
|---------------------------------------------------------|----------|
| Transaction costs                                       | (30 087) |
| Exchange differences on translation of subsidiaries     | (11 779) |
| Exchange differences on net investments in subsidiaries | (3 829)  |

|                                                  |           |
|--------------------------------------------------|-----------|
| Non-controlling interests                        | (5 004)   |
| Others (including Exchange differences)          | (4 823)   |
| Income tax                                       | (38 288)  |
| Adjusted net assets from discontinued operations | (659 420) |

|                                                                          |                |
|--------------------------------------------------------------------------|----------------|
| <b>Revenue from the sale of the Group's assets received in cash (a)</b>  | <b>710 401</b> |
| Revenue from the sale of assets on escrow account (as at 31 12 2013) (b) | 27 105         |
| Cash related to discontinued operations (c )                             | (5 376)        |
| Net cash flows (a+c)                                                     | 705 025        |
| Proceeds (a+b)                                                           | 737 506        |

#### Cash flows from discontinued operations

|                                          | Jan 1–<br>Dec 31 2013 | Jan 1–<br>Dec 31 2012 |
|------------------------------------------|-----------------------|-----------------------|
| Net cash flows from operating activities | (72 607)              | 86,100                |
| Net cash flows from investing activities | 705 025               | (4,609)               |
| Net cash flows from financing activities | 0                     | (81,966)              |
| <b>Net cash flows for the period</b>     | <b>632 418</b>        | <b>475</b>            |

#### Profit/loss from discontinued operations

|                                                            | Jan 1–<br>Dec 31 2013 | Oct 1–<br>Dec 31 2013 | Jan 1–<br>Dec 31 2012 | Oct 1–<br>Dec 31 2012 |
|------------------------------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Revenue                                                    | 21,783                | 0                     | 358,995               | 100,181               |
| Costs                                                      | (19,363)              | 0                     | (282,347)             | (73,262)              |
| <b>Operating profit/loss</b>                               | <b>2,420</b>          | <b>0</b>              | <b>76,648</b>         | <b>26,919</b>         |
| Gain/loss on financing activities                          | (2,998)               | 0                     | (34,382)              | (9,706)               |
| Profit before tax                                          | (578)                 | 0                     | 42,266                | 17,213                |
| Tax                                                        | (740)                 | 0                     | (23,060)              | (18,071)              |
| <b>Net profit from discontinued operations</b>             | <b>(1,318)</b>        | <b>0</b>              | <b>19,206</b>         | <b>(859)</b>          |
| Gain on disposal of discontinued operations                | 136,836               | 4,600                 | 0                     | 0                     |
| Tax payable on gain on disposal of discontinued operations | (38,288)              | (6,912)               |                       |                       |
| <b>Profit/loss from discontinued operations</b>            | <b>97,231</b>         | <b>(2,311)</b>        | <b>19,206</b>         | <b>(859)</b>          |

The PLN (2,311) thousand change in the result in Q4 results realised foreign exchange differences, valuation of an escrow currency account and change in tax.

The full amount of net profit from discontinued operations of PLN 97,231 thousand, as well as PLN 54,834 thousand out of the PLN 69,375 thousand of net profit from continuing operations is attributable to owners of the Parent.



**27. Notes to the consolidated statement of comprehensive income (PLN '000) – Note 4**

**Note 4 – Finance income and costs**

|                                                                 | <b>Jan 1–<br/>Dec 31 2013</b> | <b>Jan 1–<br/>Dec 31 2012*)</b> |
|-----------------------------------------------------------------|-------------------------------|---------------------------------|
| <b>Finance income</b>                                           |                               |                                 |
| Interest income                                                 | 1,981                         | 31,182                          |
| Income from realised derivatives                                | 1,498                         | 426                             |
| Other finance income                                            | 0                             | 71                              |
|                                                                 | <b>3,479</b>                  | <b>31,679</b>                   |
| <b>Finance costs</b>                                            |                               |                                 |
| Interest expense                                                | (28,476)                      | (81,733)                        |
| Foreign exchange loss                                           | (1,206)                       | (4,004)                         |
| Other finance costs                                             | (1,264)                       | (755)                           |
|                                                                 | <b>(30,946)</b>               | <b>(86,492)</b>                 |
| <b>Net finance income / costs</b>                               | <b>(27,467)</b>               | <b>(54,813)</b>                 |
| <b>Exchange differences (including on realised derivatives)</b> | <b>292</b>                    | <b>(3,578)</b>                  |
| Realised                                                        | 850                           | (1,283)                         |
| Unrealised                                                      | (558)                         | (2,295)                         |

\*) 2012 restated as stated in paragraph III 1 c changes in accounting principles

## **28. Currency translation of financial data**

Data of the subsidiaries Pfleiderer OOO and MDF OOO, which were covered by the transaction executed on January 23rd 2013, as well as data of Grajewo OOO, a newly established subsidiary, were translated as follows:

- items of the statement of financial position were translated at the closing exchange rate quoted by the National Bank of Poland (NBP) for the reporting date; the closing date for the sold subsidiaries was January 23rd 2013.
- items of the statement of comprehensive income were translated at the exchange rate computed as the arithmetic mean of monthly exchange rates quoted in Q4 2013.

| <b>Date</b>                             | <b>RUB</b> | <b>PLN</b>    |
|-----------------------------------------|------------|---------------|
| Jan 31 2013                             | RUB 1      | 0.1027        |
| Feb 28 2013                             | RUB 1      | 0.1038        |
| Mar 29 2013                             | RUB 1      | 0.1050        |
| Apr 30 2013                             | RUB 1      | 0.1022        |
| May 31 2013                             | RUB 1      | 0.1035        |
| Jun 28 2013                             | RUB 1      | 0.1013        |
| Jul 31 2013                             | RUB 1      | 0.0968        |
| Aug 31 2013                             | RUB 1      | 0.0969        |
| Sep 30 2013                             | RUB 1      | 0.0961        |
| Oct 31 2013                             | RUB 1      | 0.0951        |
| Nov 29 2013                             | RUB 1      | 0.0930        |
| Dec 31 2013                             | RUB 1      | 0.0914        |
| RUB exchange rate at the end of Q4 2013 |            | <b>0.0914</b> |
| Arithmetic mean for Q4 2013             |            | <b>0.0990</b> |

Selected financial information presented in these financial statements was translated into the euro in the following manner:

- items of the statement of financial position were translated at the closing exchange rate quoted by the NBP for the reporting date;
- items of the statement of comprehensive income were translated at the exchange rate computed as the arithmetic mean of monthly exchange rates quoted in Q4 2013.

| <b>Date</b>                             | <b>EUR</b> | <b>PLN</b>    |
|-----------------------------------------|------------|---------------|
| Jan 31 2013                             | EUR 1      | 4.1870        |
| Feb 28 2013                             | EUR 1      | 4.1570        |
| Mar 29 2013                             | EUR 1      | 4.1774        |
| Apr 30 2013                             | EUR 1      | 4.1429        |
| May 31 2013                             | EUR 1      | 4.2902        |
| Jun 28 2013                             | EUR 1      | 4.3292        |
| Jul 31 2013                             | EUR 1      | 4.2427        |
| Aug 31 2013                             | EUR 1      | 4.2654        |
| Sep 30 2013                             | EUR 1      | 4.2163        |
| Oct 31 2013                             | EUR 1      | 4.1766        |
| Nov 29 2013                             | EUR 1      | 4.1998        |
| Dec 31 2013                             | EUR 1      | 4.1472        |
| EUR exchange rate at the end of Q4 2013 |            | <b>4.1472</b> |
| Arithmetic mean for Q4 2013             |            | <b>4.2110</b> |

**Condensed separate financial statements of Pfleiderer Grajewo S.A., the Parent, prepared in accordance with IFRS**

**Separate statement of financial position as at December 31st 2013 (PLN '000)**

|                                                           | Total            | Total          | Total            | Total            |
|-----------------------------------------------------------|------------------|----------------|------------------|------------------|
| Note                                                      | Dec 31<br>2013   | Sep 30 2013    | Dec 31<br>2012   | Sep 30<br>2012   |
| <b>Assets</b>                                             |                  |                |                  |                  |
| Property, plant and equipment                             | 116,340          | 100,909        | 103,056          | 102,555          |
| Intangible assets                                         | 1,619            | 1,702          | 2,244            | 1,842            |
| Investments in related entities                           | 785,817          | 562,343        | 562,334          | 808,913          |
| Other non-current financial assets                        | 18,672           | 10             | 10               | 10               |
| Deferred tax assets                                       | 0                | 16,185         | 0                | 0                |
| Non-current loans advanced to subsidiaries                | 9,525            | 458            | 430              | 352,901          |
| Non-current receivables – prepayments for tangible assets | 4,936            | 1,661          | 472              | 1,105            |
| <b>Non-current assets</b>                                 | <b>936,909</b>   | <b>683,268</b> | <b>668,546</b>   | <b>1,267,326</b> |
| Inventories                                               | 65,240           | 65,540         | 63,537           | 70,944           |
| Current tax assets                                        | 20,399           | 7,911          | 0                | 0                |
| Trade and other receivables                               | 53,205           | 113,551        | 75,146           | 145,943          |
| Cash and cash equivalents                                 | 4,826            | 65,576         | 1,719            | 2,536            |
| Loans advanced to subsidiaries                            | 0                | 0              | 6,832            | 0                |
| Cash flow hedges                                          | 0                | 744            | 0                | 0                |
| Disposal group                                            | 0                | 0              | 611,883          | 0                |
| <b>Current assets</b>                                     | <b>143,670</b>   | <b>253,322</b> | <b>759,117</b>   | <b>219,423</b>   |
| <b>Total assets</b>                                       | <b>1,080,579</b> | <b>936,590</b> | <b>1,427,663</b> | <b>1,486,749</b> |
| <b>Equity</b>                                             |                  |                |                  |                  |
| Share capital                                             | 16,376           | 16,376         | 16,376           | 16,376           |
| Share premium                                             | 289,806          | 289,806        | 289,806          | 289,806          |
| Statutory reserve funds                                   | 207,762          | 207,762        | 195,759          | 195,759          |
| Cash flow hedges                                          | 0                | 744            | 0                | 0                |
| Retained earnings/(deficit)                               | 109,085          | 97,286         | 35,085           | 37,817           |
| <b>Total equity</b>                                       | <b>623,029</b>   | <b>611,974</b> | <b>537,026</b>   | <b>539,758</b>   |
| <b>Liabilities</b>                                        |                  |                |                  |                  |
| Borrowings and other debt instruments                     | 0                | 0              | 24,467           | 446,986          |
| Employee benefit obligations                              | 6,114            | 5,412          | 5,412            | 4,895            |
| Deferred tax liabilities                                  | 406              | 0              | 984              | 4,946            |
| <b>Non-current liabilities</b>                            | <b>6,520</b>     | <b>5,412</b>   | <b>30,863</b>    | <b>456,827</b>   |
| Borrowings and other debt instruments                     | 26,652           | 0              | 457,254          | 108,613          |
| Liabilities to related entities under debt securities     | 289,678          | 226,813        | 292,005          | 265,698          |
| Trade and other payables                                  | 122,112          | 78,577         | 100,368          | 106,780          |
| Employee benefit obligations                              | 12,595           | 13,814         | 10,147           | 9,073            |
| <b>Current liabilities</b>                                | <b>451,037</b>   | <b>319,204</b> | <b>859,774</b>   | <b>490,164</b>   |
| <b>Total liabilities</b>                                  | <b>457,557</b>   | <b>324,616</b> | <b>890,637</b>   | <b>946,991</b>   |
| <b>Total equity and liabilities</b>                       | <b>1,080,579</b> | <b>936,590</b> | <b>1,427,663</b> | <b>1,486,749</b> |

|                                      | Dec 31 2013<br>end of Q4 2013 (PLN<br>'000) | Sep 30 2013<br>end of Q3 2013 (PLN<br>'000) | Dec 31 2012<br>end of Q4 2012 (PLN<br>'000) | Sep 30 2012<br>end of Q3 2012<br>(PLN '000) |
|--------------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------------------|
| <b>OFF-BALANCE-SHEET ITEMS</b>       |                                             |                                             |                                             |                                             |
| Contingent liabilities               | 4,622                                       | 4,699                                       | 48,880                                      | 67,229                                      |
| To other entities, including:        | 4,622                                       | 4,699                                       | 48,880                                      | 67,229                                      |
| - guarantees and sureties issued     | 4,622                                       | 4,699                                       | 48,880                                      | 67,229                                      |
| <b>Total off-balance-sheet items</b> | <b>4,622</b>                                | <b>4,699</b>                                | <b>48,880</b>                               | <b>67,229</b>                               |

### Changes in the statement of financial position of Pfleiderer Grajewo S.A., the Parent

Following amendment to IAS 16, the Parent changed the presentation of spare parts in its statement of financial position. As at the end of 2013, spare parts were reclassified from inventories to property, plant and equipment. It had not material impact on the presentation of financial statements

### Separate statement of comprehensive income for the period January 1st – December 31st 2013 (PLN '000)

|                                                  | <b>Total<br/>Jan 1–<br/>Dec 31 2013</b> | <b>Total<br/>Jan 1–<br/>Dec 31 2012</b> |
|--------------------------------------------------|-----------------------------------------|-----------------------------------------|
| Revenue                                          | 669,253                                 | 725,259                                 |
| Cost of sales                                    | (576,239)                               | (626,808)                               |
| <b>Gross profit</b>                              | <b>93,014</b>                           | <b>98,451</b>                           |
| Other income (*)                                 | 5,164                                   | 7,774                                   |
| Distribution costs                               | (29,908)                                | (29,544)                                |
| Administrative expenses                          | (27,379)                                | (29,012)                                |
| Other expenses (*)                               | (1,021)                                 | (7,787)                                 |
| <b>Operating profit</b>                          | <b>39,870</b>                           | <b>39,882</b>                           |
| Finance income (*)                               | 105,837                                 | 61,213                                  |
| Finance costs (*)                                | (21,500)                                | (90,264)                                |
| <b>Net finance income/(costs)</b>                | <b>84,337</b>                           | <b>(29,051)</b>                         |
| <b>Profit before tax</b>                         | <b>124,207</b>                          | <b>10,831</b>                           |
| Income tax expense                               | (38,204)                                | 1,172                                   |
| <b>Net profit for reporting period</b>           | <b>86,003</b>                           | <b>12,003</b>                           |
| <b>Total comprehensive income for the period</b> | <b>86,003</b>                           | <b>12,003</b>                           |
| Basic earnings per share (PLN)                   | 1.73                                    | 0.24                                    |
| Diluted earnings per share (PLN)                 | 1.73                                    | 0.24                                    |

(\*)change of operating forex presentation, further description in point III.1.c "changes of accounting principles and below, Q4 2012 restated

During 2013, the Parent has changed the classification of exchange differences. Exchange differences on operating activities were reclassified from financing activities to other income or other expenses, as appropriate. Following reclassification of the comparative data, other income for the whole of 2012 increased by PLN 424 thousand, and other expenses grew by PLN 1,962 thousand, while finance income and finance costs decreased by the corresponding amount.

The Parent Company has revised the estimated effects of economic usefulness of annual overhauls and made them capitalized. As a result costs of PLN 2.3m previously presented under cost of sales, were capitalised under property, plant and equipment and amortised based on the economic useful life of the assets.

**Separate statement of changes in equity for the period January 1st – December 31st 2013 (PLN '000)**

|                                                                | Share capital | Share premium  | Statutory<br>reserve funds | Retained<br>earnings/(deficit) | Total          |
|----------------------------------------------------------------|---------------|----------------|----------------------------|--------------------------------|----------------|
| <b>As at Jan 1 2013</b>                                        | <b>16,376</b> | <b>289,806</b> | <b>195,759</b>             | <b>35,085</b>                  | <b>537,026</b> |
| <b>Comprehensive income for the period</b>                     |               |                |                            |                                |                |
| Net profit                                                     | 0             | 0              | 0                          | 86,003                         | 86,003         |
| <b>Comprehensive income for the period</b>                     | <b>0</b>      | <b>0</b>       | <b>0</b>                   | <b>86,003</b>                  | <b>86,003</b>  |
| <b>Transactions with owners recognised in equity</b>           |               |                |                            |                                |                |
| Transfer of part of 2012 net profit to statutory reserve funds | 0             | 0              | 12,003                     | (12,003)                       | 0              |
| <b>Transactions with owners recognised in equity</b>           | <b>0</b>      | <b>0</b>       | <b>12,003</b>              | <b>(12,003)</b>                | <b>0</b>       |
| <b>As at Dec 31 2013</b>                                       | <b>16,376</b> | <b>289,806</b> | <b>207,762</b>             | <b>109,085</b>                 | <b>623,029</b> |

**Separate statement of changes in equity for the period January 1st – December 31st 2012 (PLN '000)**

|                                                                | Share capital | Share premium  | Statutory<br>reserve funds | Retained<br>earnings/(deficit) | Total          |
|----------------------------------------------------------------|---------------|----------------|----------------------------|--------------------------------|----------------|
| <b>As at Jan 1 2012</b>                                        | <b>16,376</b> | <b>289,806</b> | <b>154,958</b>             | <b>63,883</b>                  | <b>525,023</b> |
| <b>Comprehensive income for the period</b>                     |               |                |                            |                                |                |
| Net profit                                                     | 0             | 0              | 0                          | 12,003                         | 12,003         |
| <b>Comprehensive income for the period</b>                     | <b>0</b>      | <b>0</b>       | <b>0</b>                   | <b>12,003</b>                  | <b>12,003</b>  |
| <b>Transactions with owners recognised in equity</b>           |               |                |                            |                                |                |
| Transfer of part of 2011 net profit to statutory reserve funds | 0             | 0              | 40,801                     | (40,801)                       | 0              |
| <b>Transactions with owners recognised in equity</b>           | <b>0</b>      | <b>0</b>       | <b>40,801</b>              | <b>(40,801)</b>                | <b>0</b>       |
| <b>As at Dec 31 2012</b>                                       | <b>16,376</b> | <b>289,806</b> | <b>195,759</b>             | <b>35,085</b>                  | <b>537,026</b> |

**Separate statement of cash flows for the period January 1st–September 30th 2013 (PLN ‘000), including comparative data**

|                                                                              | <b>Jan 1–<br/>Dec 31 2013</b> | <b>Jan 1–<br/>Dec 31<br/>2012</b> |
|------------------------------------------------------------------------------|-------------------------------|-----------------------------------|
| <b>Cash flows from operating activities</b>                                  |                               |                                   |
| <b>Net profit/loss</b>                                                       | <b>86,003</b>                 | <b>12,003</b>                     |
| Adjustments                                                                  | (22,665)                      | 29,602                            |
| Depreciation and amortisation                                                | 13 755                        | 13,510                            |
| Foreign exchange gains/losses                                                | (1,296)                       | 12,830                            |
| Dividend and interest for the period                                         | 8,224                         | 9,552                             |
| Gain/loss on sale of shares                                                  | (92,830)                      | 0                                 |
| Gain/loss on disposal of intangible assets and property, plant and equipment | 78                            | (11)                              |
| Income tax expense                                                           | 38,204                        | (1,172)                           |
| Change in trade and other receivables                                        | 29,376                        | (23,974)                          |
| Change in inventories                                                        | (3 172)                       | 15,906                            |
| Change in trade and other payables                                           | (17,296)                      | 688                               |
| Change in employee benefit obligations                                       | 3,150                         | 1,069                             |
| Result on forward contracts                                                  | 2,332                         | 851                               |
| Other adjustments                                                            | (3 557)                       | 353                               |
| <b>Cash flows from operating activities</b>                                  | <b>63,338</b>                 | <b>41,605</b>                     |
| Interest received                                                            | 910                           | 148                               |
| Interest paid                                                                | (94)                          | (98)                              |
| Income tax paid                                                              | (59,182)                      | (4,436)                           |
| <b>Net cash from operating activities</b>                                    | <b>4 972</b>                  | <b>37,219</b>                     |
| <b>Cash flows from investing activities</b>                                  |                               |                                   |
| Disposal of property, plant and equipment                                    | 309                           | 293                               |
| Interest received                                                            | 24                            | 44,365                            |
| Acquisition of intangible assets and property, plant and equipment           | (23,496)                      | (8,723)                           |
| Other adjustments concerning spare parts                                     | 529                           | 0                                 |
| Dividend and profit distributions                                            | 9,991                         | 29,104                            |
| Acquisition of subsidiary                                                    | (193,132)                     | (18)                              |
| Disposal of a subsidiary                                                     | 687,764                       | 0                                 |
| Repayment of loans advanced                                                  | 4,514                         | 47,883                            |
| Loans advanced                                                               | (9,263)                       | 0                                 |
| <b>Net cash from investing activities</b>                                    | <b>477,240</b>                | <b>112,904</b>                    |
| <b>Cash flows from financing activities</b>                                  |                               |                                   |
| Repayment of borrowings and other debt instruments                           | (483,358)                     | (74,508)                          |
| Increase in borrowings and other debt instruments                            | 26,652                        | 0                                 |
| Redemption of debt securities                                                | (1,021,461)                   | (2,196,516)                       |
| Issue of debt securities                                                     | 1,019,448                     | 2,195,470                         |
| Interest paid                                                                | (20,386)                      | (74,230)                          |
| <b>Cash flows from financing activities</b>                                  | <b>(479,105)</b>              | <b>(149,784)</b>                  |
| Change in cash                                                               | 3,107                         | 339                               |
| Cash at beginning of the period                                              | 1,719                         | 1,380                             |
| <b>Cash at end of the period</b>                                             | <b>4,826</b>                  | <b>1,719</b>                      |

**Supplementary information to the condensed separate financial statements of Pfleiderer Grajewo S.A., the Parent**

**1. Notes to the separate statement of financial position**

**Note 1 – Trade and other receivables (PLN '000)**

|                                                    | <b>Dec 31<br/>2013</b> | <b>Sep 30<br/>2013</b> | <b>Dec 31<br/>2012</b> | <b>Sep 30<br/>2012</b> |
|----------------------------------------------------|------------------------|------------------------|------------------------|------------------------|
| Trade receivables other than from related entities | 12,080                 | 22,367                 | 14,392                 | 27,606                 |
| Trade and other receivables from related entities  | 22,276                 | 43,077                 | 46,386                 | 33,987                 |
| Current prepayments and accrued income             | 3,758                  | 5,903                  | 8,744                  | 7,038                  |
| Current VAT receivables                            | 5,157                  | 9,994                  | 4,134                  | 4,169                  |
| Other receivables                                  | 9,934                  | 32,210                 | 1,490                  | 73,143                 |
| <b>Total</b>                                       | <b>53,205</b>          | <b>113,551</b>         | <b>75,146</b>          | <b>145,943</b>         |

Other receivables included mainly receivables under the sale of shares in a subsidiary, totalling PLN 8,294 thousand.

**Note 2 – Trade and other payables (PLN '000)**

|                                                     | <b>Dec 31<br/>2013</b> | <b>Sep 30<br/>2013</b> | <b>Dec 31<br/>2012</b> | <b>Sep 30<br/>2012</b> |
|-----------------------------------------------------|------------------------|------------------------|------------------------|------------------------|
| Trade payables                                      | 38,599                 | 35,961                 | 63,504                 | 62,903                 |
| Liabilities to related entities                     | 14,509                 | 21,651                 | 19,928                 | 28,598                 |
| Liabilities under factoring agreements              | 19,591                 | 15,257                 | 9,480                  | 8,968                  |
| Liabilities under investment supplies               | 6,773                  | 1,054                  | 3,463                  | 1,325                  |
| Liabilities under purchase of stake in a subsidiary | 29,360                 | 0                      | 0                      | 0                      |
| Other liabilities                                   | 13,280                 | 4,654                  | 3,993                  | 4,986                  |
| <b>Total</b>                                        | <b>122,112</b>         | <b>78,577</b>          | <b>100,368</b>         | <b>106,780</b>         |

Other liabilities included primarily accrued expenses and other provisions.