### HALF-YEARLY REPORT OF THE MANAGEMENT BOARD ON THE ACTIVITIES OF HELIO S.A. FOR THE PERIOD FROM 1 JULY 2010 TO 31 DECEMBER 2010



Pursuant to the § 89 section 1 point 3 of the Regulation of the Minister of Finance of 19 February 2009 on current and periodic information published by issuers of securities, the Management Board of HELIO S.A., with its registered office in Wyględy, in its full personal composition:

- 1. Leszek Wąsowicz President of the Management Board
- 2. Justyna Wąsowicz Vice President of the Management Board

hereby presents half-yearly report of the management board on the activities of HELIO S.A.

Pursuant to the statutes of the Company the business year of HELIO S.A. shall start on 1 July and end on 30 June.

1. Description of the organization of the capital group of the Issuer with pointing to the entities subject to consolidation.

HELIO S.A. does not form a capital group and is not a parent company.

2. Information about changes in the structure of HELIO S.A., including mergers with other entities, takeovers or sale of the entities from the Issuer's capital group, long-term investments, division, restructuring and discontinuation of activity

No such events took place.

3. The position of the Management Board in relation to the possibility of accomplishing the previously published forecasts of financial results for the given year in the light of the results presented in the report in relation to the forecasted results.

The Issuer did not publish financial result forecast for the current business year.

4. Shareholders who own directly or indirectly by means of dependent entities at least 5% of the total number of votes at the Issuer's General Meeting of Shareholders for the date of passing the quarterly report and changes in the ownership structure of significant blocks of the Issuer's share in the period from passing the previous quarterly report.

To the Management Board of HELIO S.A. knowledge, as of a day of submitting the present semi-annual report, structure of the shareholders owning at least 5 % of votes at the Issuer's Ordinary Meeting of Shareholders was as follows:

Shareholder	shares	Percentage share in share Capital (%)		Percentage share in total number of votes at the General Meeting of Shareholders (%)
Leszek Wąsowicz	3 857 000	77.14	3 857 000	77.14

In a period from submitting the prior quarterly report, there took place the following change in the structure of ownership of considerable packages of the Issuer's shares:

1. as a result of settlement on 10th January 2011 of the sale transaction of the HELIO S.A. shares, the share of PKO BP Bankowy Otwarty Fundusz Emerytalny (PKO BP Bankowy OFE) decreased below 5 % level in general number of votes at the General Meeting of Shareholders of HELIO S.A. Just before the change of the share, the PKO BP Bankowy OFE was the shareholder of 250,001 of the shares of HELIO S.A. (5.00 % share in the share capital) providing the right to 250.001 votes (5.00 % share in total number of votes). The Company notified on the above event in the current report No. 1/2011 on 11<sup>h</sup> January 2011.

To the Management Board of HELIO S.A. knowledge, as of a day of submitting the present semi-annual report, structure of the shareholders owning at least 5 % of votes at the Issuer's Ordinary Meeting of Shareholders was as follows:

Shareholder	Number of shares	Percentage share in share Capital (%)	Number of votes at the General Meeting of Shareholders	Percentage share in total number of votes at the General Meeting of Shareholders (%)
Leszek Wąsowicz	3 857 000	77.14	3 857 000	77.14
PKO BP Bankowy Otwarty Fundusz Emerytalny	250 312	5.01	250 312	5.01

#### 5. List of the assets of shares of HELIO S.A. or rights to them for managing and supervising persons as of the date of passing the report with the changes in the ownership in the period from passing the previous quarterly report.

The managing and supervising persons owned the following shares of the Company, as of the date of passing this quarterly report:

Shareholder	Number of shares	Percentage (%) share in the share capital	Number of votes at the General Meeting of Shareholders	Percentage (%) share in the total number of votes at the General Meeting of Shareholders				
Members of the Management Board								
Leszek Wąsowicz	3.857.000	77.1	3.857.000	77.1				
Members of the Supervisory Board								
Jacek Kosiński	17.800	0.4	17.800	0.4				

In accordance with the knowledge of the Management Board, no changes in the ownership of shares of HELIO S.A. of the managing and supervising persons took place in the period from passing the previous quarterly report.

# 6. Information on ongoing judicial proceedings, proceedings in authorities competent for arbitral proceedings or in public administration authorities

In the period for which this report is presented, the Company did not participate in any legal proceedings which a single or total value was at least 10% of the Issuer's equity capital .

## 7. Information about one or many transactions with affiliated entities concluded by the

HELIO S.A. did not carry out any significant transaction with an affiliated entity on other terms than market.

8. Information about granting by the Company credit securities or loans or guarantees – in total to one entity or a person dependent on this entity, if the total value of the existing securities and guarantees is equal to at least 10% of the equity capitals of the Company.

The Company did not grant credit securities, loans or guarantee in the period for which this report of HELIO S.A. is presented.

9. Other information that is essential in the Issuer's opinion for the assessment of its personnel, material and financial situation and its changes that may be essentials for the assessment of the possibility of accomplishing the Issuer's liabilities.

In the assessment of the Company all essentials information was included in this report.

# 10. List of factors that in the Issuer's assessment will influence the obtained results in the perspective of at least successive quarter of the year.

Within the space of the near half-year the Company is planning to continue the hitherto assumed strategy of development. Then HELIO S.A. intends among other things to move the conducted business activity from hitherto rented locations to the new warehouse-manufacturing complex in Brochów. Owing to that it will be opportune both the growing scale of production, improvement of production effectiveness and making significant savings in the framework of the enterprise's internal logistic activities. Though, procedures of construction acceptance of the investment in Brochów should be completed even before Easter, the move to the new location is scheduled in the last weeks of the current business year, it means just after the end of the Easter peak of sale. Till then the Company with be charged costs typical for the current enterprise's premises position (among other things: costs of rent, internal logistic activities), as well as operational costs of the new plant (among other things: lighting, guard, depreciation). However, it is to emphasize it will be temporary position necessary to further dynamic development of the Company. Thus, calculable effects should be visible just in the future business year, with regard both to high dynamics of the income from sale and betterment of the net profit.

Within the context of the Company's business activity, within perspective of the succeeding quarter the results of HELIO S.A. will be influenced by intensified sale typical for periods before Christmas and Easter time in the Issuer's brand. Taking into consideration this year late term of Easter (the end of April), it is to pay attention to the fact that greater than usually part of the before Easter sale will fall just in the fourth quarter of the business 2010/2011 year, and at the same time, the full analysis of dynamics of the before Easter sale will be opportune just in the interim report for the last quarter of the year.

Moreover, within perspective of the near future, as untypical factors influencing on to the Issuer's results, it is also to specify:

- increase of prices of raw materials though the Company has the opportunity to renegotiate prices of products to be sold with its clients, but the process is extended in the time. In transitional period the increase of the prices of raw materials can negatively impact on to the value of margins from sale gained by the Company;
- activation of the traditional channel of distribution (wholesales, distributors) development of the Company's trade structures should be reflected in further diversification of the Company's clients as well as strengthening of the Issuer's position on the domestic market of nuts and dried fruits, in particulars due to building of strong awareness of the HELIO brand in the traditional channel of distribution. Though penetration of this part of the market is connected with additional expenses, it should bear fruits in a form of the increased sale of future periods. Considering the Issuer's production opportunities limited at present, jump increase of income from sale in the referred channel of distribution is expected just next year;
- activities connected with launching new products on to the market (the HELIO GOLD production line as well as the line of sweetmeats mixes) by the Issuer's estimation the stage of launching the products in concern should be completed till the end of the current business year, and later on it will commonly move into the stage of increase, in which the fastest increase of sale occurs causing decrease of production unit costs and promotion, as well as the further increase of the market.

Summarizing, it is worthwhile to emphasize that the above determinants shaping the Issuer's result are very profitable to the Company within the perspective of already the next business year. However in the interim period, as the current business year is, it is connected with expenditures borne for development, which once may perturb dynamics of profit increase typical to the Company in the prior years. Calculable effects of the undertaken activities with regard to significant dynamics of increase of income from sale as well as betterment of the net profit, should be noticeable just next business year.

## 11. Description of the significant risk and threat factors with specification to what extent the Issuer is exposed to them

#### Risk related with the competition

The Company is exposed to competition of other entities functioning on the market of retail sale of nuts and dried fruits. The market of nuts and dried fruits in Poland is characteristic of a significantly scattered structure. On the Polish market there are present several companies with nationwide range as well as smaller local entities. The competition may lead to the decrease in the margins obtained in sale or in extreme case to the partial loss of clients. In order to eliminate this risk, the Company pursues the activities designed to strengthen the strong market position through delivering the high quality products, building

the brand familiarity, adjusting the trade offer to the needs of the clients as well as through the constant expanding of the range of products.

#### The risk of fluctuations of the prices of the raw materials

HELIO S.A. is a commercial company of crude foodstuffs and is exposed to the risk of price fluctuations. Periodically such fluctuations may affect the margins of sale obtained by the Company. The level of the prices of the crude foodstuffs is affected by the factors beyond the control of the Company, such as: the size of crops in a given year, climatic conditions affecting the quality and accessibility of the raw materials of required quality. In order to retain the high current profitability of sale, owing to the experienced personnel, the Company will try to relatively earlier response to the prevailing market situation, above all including: to increase the stock of raw materials whose price is going to increase and to adequately early renegotiate the prices of products with the clients.

#### The risk of foreign currency exchange rates

Due to the fact that the Company imports directly from the countries of origin a significant part of the raw materials necessary to prepare the products, the rate of the foreign currencies may influence onto the Company's financial results. In order to avoid the negative influence of the foreign currency exchange rates on the financial results, the Company currently monitors the currency market by adopting proper measures. Managing the risk of foreign currency, the Issuer takes use of internal instruments, including, first of all, the Issuer adjusts pricing conditions offered customers to the costs of purchase of the raw material. Neither at present the Company takes use of external instruments (for example: an option, futures, forward, CIRS), nor in the period of the first half of business year 2010/2011 the Company was a party in the referred type of agreements.

#### The risk of seasonality of sale and inventories

In the Company's activity there occurs the tendency of a significant seasonality of sale. The highest sale of nuts and dried fruits falls in the period before Christmas and Easter. The sale of nuts and dried fruits is the lowest in the summer time due to the level of accessibility of fresh fruits which in this period constitute competitive goods. At the same time, preparing to the period of increased sale, the Company purchases nuts and dried fruits in the period when the sale is the lowest.

#### The risk related with the globalization on the market of the major clients

The phenomenon of merging the major global super- and hypermarkets chains causes the changes on the market of the Company's clients. This phenomenon causes the lack of possibility of the risk diversification by the clients. In general the merged chains aim at the centralization of the purchase and more frequently the suppliers cooperating with the chain which was the overtaking chain are chosen. In order to protect against the risk of losing the greatest clients, the Company possesses agreements concluded with the majority of market chains functioning in Poland and tries to reach more and more smaller shops. It is worthwhile to note that this risk is also an opportunity to increase the Company's turnover. The retaining of the current key clients is related with their increased demand for the products resulting from the growing scale of their activity.

#### The risk of losing the key employees

The key employees constitute the significant value of the Issuer. Their loss could negatively influence the relations with major clients and suppliers. The employing of the new specialists would be connected with a long-lasting recruitment process as well as the implementation of the newly-employed persons, which in turn would delay the date of achieving the expected efficiency. Therefore, the Company decided to undertake a series of activities from the scope of the managing of the human resources, such as providing seniority bonus schedule, incentive bonus schedule, signing contracts for employment with hitherto contractors.

### The risk of major shareholders impact onto the decisions of the Company's bodies/authorities

After the issuing of the Series B Shares, the share of the dominant shareholder, Mr. Leszek Wąsowicz, in the total number of votes at the General Meeting of Shareholders amounts to over 77%. A significant share in the total number of votes provides him with the factual control over decisions made in the Company and limits the impact of the new shareholders. Furthermore, Mr. Leszek Wąsowicz, President of the Management Board, is the entity dominating against the Issuer under the Act of the Offer. Mr. Leszek Wąsowicz, President of the Management Board, owes directly 3,857,000 of the Issuer's Series A shares which currently entitle to 3,857,000 votes at the Issuer's General Meeting of Shareholders, what constitutes 77.1% of the share in the share capital and votes at the Issuer's General Meeting of Shareholders.

#### Risk of delay in commissioning of the new plant in Brochów

In connection with the commenced procedure of commissioning the investment project in Brochów, as potential reservations of construction supervision authorities appear, there is a risk of extension of the time of the referred process, and at the same time of punctuality for obtaining relevant administrative decisions. In order to minimize the referred risk, the Issuer undertook suitable actions just at the stage of performance of the investment project.