MARTELA CORPORATION FINANCIAL STATEMENTS RELEASE 4 February 2014 at 8.30 a.m.

MARTELA CORPORATION'S FINANCIAL STATEMENTS RELEASE, 1 JANUARY - 31 DECEMBER 2013

Consolidated revenue down, operating result lower than previous year

Key figures:

EUR mill.	10-12 2013	10-12 2012	1-12 2013	1-12 2012
- Revenue	36.9	40.8	132.3	142.7
- Change in revenue, %	-9.7	4.7	-7.3	9.2
- Operating result	-0.4	0.3	-2.9	-0.9
- Operating result, %	-1.0	0.8	-2.2	-0.6
- Earnings/share, EUR	-0.20	-0.02	-0.97	-0.51
- Return on investment, %	-4.2	2.4	-7.9	-2.7
- Return on equity, %	-13,4	-0.8	-16.3	-7.2
- Equity ratio, %			37.6	41.4
- Gearing ratio, %			51.2	32.8

The Martela Group anticipates that its revenue in 2014 will be at the 2013 level, and that its operating result will show a year-on-year improvement. Due to normal seasonal variation, the Group's operating result is weighted towards the second half of the year.

Market

The demand for office furniture in Finland continued to be weak in the second half of the year. Demand in Finland is currently focused largely on office alteration and enhancement projects of different kinds instead of new offices. In Sweden, too, the market weakened towards the end of the year. By contrast, the Polish market remained at a normal level.

Statistics on office construction are available for the first three quarters of 2013, and they indicate that 61 per cent fewer office buildings were completed in Finland in terms of square metres in the first nine months than in the same period a year earlier. In the same period, however, 49 per cent fewer office building permits were granted, and there were about 66 per cent fewer new office building starts than the previous year. Office construction activity continued to be at a low level, but it is significant that the number of building permits granted in the third quarter was 35 per cent more than in the same quarter a year earlier. But as this concerns such a short period it is not yet possible to draw any far reaching conclusions from it.

Consolidated revenue and result

Consolidated revenue for the fourth quarter was EUR 36.9 million (40.8), a decrease of 9.7 per cent on the previous year. Consolidated revenue for the full year 2013 was EUR 132.3 million (142.7), a decrease of 7.3 per cent on the previous year. The difficult market conditions in Finland were reflected in the unit's revenue. Revenue decreased in Finland and also in Poland, both cumulatively and in the final quarter of the year. By contrast, full-year revenue in Sweden was at the previous year's level, although revenue in the fourth quarter showed a year-on-year decrease. In other markets, the transfer of the Danish business at the end of 2012 from the Martela subsidiary to a dealer slightly reduced (2.2%) consolidated revenue for the review period. Revenue in Russia grew once again, but is still relatively low compared with the Group's overall revenue.

Business Unit Finland's revenue was down by 5.9 per cent. Business Unit Sweden & Norway's revenue was down by 1.2 per cent, and Business Unit Poland's by 6.8 per cent, calculated in local currencies. Movements in exchange rates did not have a significant impact on the Group's revenue.

The operating result for the fourth quarter declined and was EUR -0.4 million (0.3). The cumulative full-year operating result was EUR -2.9 million (-0.9), which was -2.2 per cent (-0.6) of revenue. The consolidated third quarter operating result was boosted by EUR 0.9 million from the sale of a residential property in

Nummela. Despite a reduction in the Group's costs, the full-year operating result was down from the previous year due to a clear drop in revenue. Nevertheless, the sales margin stabilised in the fourth quarter of the year, having been falling during the previous quarters.

The Group's fixed costs gradually fell during the year as a result of the measures already taken. In the third quarter, the Group began to plan further measures to reduce its costs, targeting an annual cost saving of about EUR 6 million. The savings programme will be implemented by the end of 2014, after which the full impact of the savings will be felt. It is estimated that due to the timing of the measures the cost reduction impact of the savings programme in 2014 will be equivalent to about one third of the total savings target. The measures being put in place allow the Group to adjust its cost structure to correspond to the changed operating environment.

As part of the savings programme, the company began codetermination negotiations in Finland in August, and these were completed at the start of October. The outcome of the negotiations was that the Group's cost level will be reduced by costs equivalent to 35 employees by the end of 2014. In January 2014, the Group began codetermination negotiations aimed at improving production efficiency. This improvement will be sought by production transfers between the Group's units located in Nummela and Riihimäki in Finland, and in Warsaw, Poland. It is estimated that the measures implemented and under way will account for approximately EUR 3.5 million annually of the total savings programme. Preparation of further measures to achieve the targeted savings is continuing.

As previously stated, the Group will nevertheless be investing resources at the same time in improving its ability to offer even better comprehensive solutions and services, especially to meet the growing customer need for Activity-Based Office solutions. The Group's aim is to strengthen its pioneering position as a supplier of comprehensive solutions and as the leading service provider for offices and other working environments.

The result before taxes was EUR -4.4 million (-1.8), and the result after taxes was EUR -3.9 million (-2.0). The result for the review period was adversely affected by the EUR 0.6 million recognised in financial expenses as a provision for the realisation of the loan guarantee given to Martela's associated company P.O. Korhonen Oy.

Segment reporting

The business segments are based on the Group's operating structure and internal financial reporting.

Sales between segments are reported as part of the segments' revenue. The segment results presented are their operating results, because tax items and financial items are not allocated by segment. The Group's assets and liabilities are not allocated or monitored by segment in the internal financial reporting. The revenue and operating result are in accordance with the consolidated financial statements.

Business Unit Finland is responsible for sales and marketing and for service production in Finland. Martela has an extensive sales and service network covering the whole of Finland, with a total of 27 sales centres.

Business Unit Sweden & Norway's sales are handled through dealers. In addition, the Business Unit has its own sales and showroom facilities at three locations: Stockholm and Bodafors in Sweden and Oslo in Norway. The Business Unit's administration and order handling are also located in Bodafors. The sales company in Oslo acts as a supporting organisation for Norway's dealer network.

Business Unit Poland is responsible for the sales and distribution of Martela products in Poland and eastern Central Europe. Sales in Poland are organised via the sales network maintained by the Business Unit. There are seven sales centres in Poland. The Business Unit's main location is in Warsaw, where its sales and administration is located.

'Other segments' includes the business activities of Kidex Oy and Business Unit International. Business Unit International's main market areas are Russia, Denmark and Estonia. Exports are also made to the Netherlands, Germany and Japan. In addition, the unit is responsible for managing the Group's key international accounts. In Russia, sales are organised by the unit's own subsidiaries, and in other markets through local authorised importers.

Production and purchasing for the Business Units is carried out by the Group's Supply Chain Management unit, which has logistics centres in Finland and Sweden, and Poland.

Revenue by segment

EUR mill.	Finland	Sweden & Norway	Poland	Other segments	Total
1.1.2013-31.12.2013					
External revenue	92.3	20.5	11.7	7.8	132.3
Internal revenue	0.0	1.7	0.1	10.1	11.8
Total 2013	92.3	22.2	11.8	17.9	
1.1.2012-31.12.2012					
External revenue	98.1	20.1	12.7	11.9	142.7
Internal revenue	0.0	2.2	0.0	13.2	15.4
Total 2012	98.1	22.3	12.7	25.0	
External revenue change, %	-5.9 %	2.0 %	-7.6 %	-34.4 %	-7.3 %

Change in segments' external revenue and percentage of consolidated revenue

EUR mill.	10-12 2013	10-12 2012	Change, %	1-12 2013	1-12 2012	Change, %	Percentage of total	1-12 2012	Percentage of total
Finland	25.7	26.1	-1.5 %	92.3	98.1	-5.9 %	69.8 %	98.1	68.7 %
Sweden & Norway	5.6	6.0	-8.0 %	20.5	20.1	2.0 %	15.5 %	20.1	14.1 %
Poland	3.6	4.9	-26.4 %	11.7	12.7	-7.6 %	8.9 %	12.7	8.9 %
Other segments	1.9	3.7	-48.1 %	7.8	11.9	-34.4 %	5.9 %	11.9	8.3 %
Total	36.8	40.8	-9.7 %	132.3	142.7	-7.3 %	100.0 %	142.7	100.0 %

Operating result by segment

EUR mill.	10-12 2013	10-12 2012	1-12 2013	1-12 2012
Finland	1.4	1.1	1.4	3.9
Sweden & Norway	-0.3	0.0	-1.4	-0.7
Poland	0.0	0.2	-0.7	-1.2
Other segments	-0.3	-1.2	-1.6	-3.0
Other	-1.1	0.2	-0.7	0.2
Total	-0.4	0.3	-2.9	-0.9

The item 'Others' includes non-allocated Group functions and non-recurring sales gains and losses.

Financial position

The Group's financial position weakened but remains stable. Cash flow from operating activities in January-December was only slightly negative, at EUR -0.1 million (0.0), despite posting a loss. The Group is continuing to focus attention on more efficient use of its working capital.

Interest-bearing liabilities at the end of the year were EUR 16.0 million (16.2) and net interest-bearing liabilities were EUR 11.2 million (8.7). The gearing ratio at the end of the year was 51.2 per cent (32.8), and the equity ratio was 37.6 per cent (41.4). Net financial expenses were EUR -1.2 million (-0.6). Financial expenses included a provision of EUR 0.6 million for the realisation of the loan guarantee given to Martela's associated company P.O. Korhonen Oy. The current financing arrangements do not include any covenant obligations.

Capital expenditure

The Group's gross capital expenditure in 2013 totalled EUR 3.0 million (4.0). Martela's most important capital expenditure project during the year was the new enterprise resource planning (ERP) system, which was introduced in Finland in spring 2013. Capital expenditure otherwise consisted of normal everyday maintenance and replacement expenditure.

Personnel

The Group employed an average of 770 (806) persons, which is a year-on-year decrease of 4.5 per cent.

Average personnel by region

	1-12 2013	1-12 2012
Finland	620	637
Scandinavia	58	76
Poland	80	81
Russia	12	12
Group total	770	806

Product development, products and communications

The Group continued its vigorous development of new products during the year. The 'New Way of Working' (NWOW) trend intensified as the year wore on. This is all about a fundamental change of working from traditional office work to a more mobile mode. Work is no longer dependent on time and place in the way it used to be. This major change in the way we work is also reflected in the Martela collection: furniture must facilitate the work and inspire the employee in this new approach and in new locations. Modes of working are constantly changing and the industry is affected by new trends all the time, resulting in a rapid pace of change. Martela has responded to the changing customer need with new products and space concepts. Martela registered its principal marketing theme in July 2013: the **Inspiring Office® by Martela** concept. This concept was also the main theme at the Open Day held in Martela House in the autumn. At the event, Martela launched a large number of new products for its collection in support of the theme. These included the PodMeeting assembly area, which was added to the Pod family of products.

Martela is also a leading furnisher of learning environments in Finland. For these environments Martela offers its Inspiring School concept. As a new addition to its furniture for learning environments, Martela launched the Salmiakki table for adaptable teaching spaces. The design of the table allows for inspired classroom furniture solutions. The round Movie Button sofa, specially aimed at Martela's school collection, was also launched during the year as an addition to the Movie product family.The Movie Button brings new opportunities for furnishing learning environments because it can be placed in the middle of a space.

Another important product launch took place when sales of the Alku desk series began. Alku is a range of dynamically designed lightweight desks, which are typically key products in modern offices. The Alku desks are available in many different versions, and the product family also includes the increasingly popular ‘workbench’ arrangement. The impact of materials choices in a changing work environment is also generating an increasing amount of interest. As a consequence, a linoleum option was added to the table top alternatives for the Exceed and Canti tables in Martela’s standard collection. The print patterns on the range of Face screens also bring variety to the traditional screen materials.

Responsibility

Corporate responsibility is an integral part of Martela’s values, operating principles and business strategy. Martela’s products are designed to last in terms of both their visual appeal and practicality. Martela’s services help customers manage their working environment and furniture over the full life cycle. The company’s maintenance and recycling services extend the life of furniture items, frequently allowing them to be passed from one owner to another. Martela’s efficient recycling process and the network of Martela Outlet stores allow customers to recycle their furniture responsibly and cost-effectively.

In 2013, Martela’s personnel were given training on implementing the Group’s responsible business principles. This Martela Corporate Code of Conduct incorporates concrete guidelines and requirements for Martela’s employees and for the company’s partners. This training is given every year.

Martela’s third corporate responsibility report based on the GRI protocol was completed in May. Responsibility has already become a well established part of management, operating plans and actions at Martela. In the early part of the year, Martela also launched the Citizen Day project. Martela employees can get involved by working, on the company’s time, at care homes, for example.

Martela applies the ISO 9001:2000 standard in its operations and the ISO 14001:2004 standard in its environmental management.

Group structure

There were no changes in Group structure during the review period**.**

Shares

Martela has two share series, A and K, with each K share entitling its holder to 20 votes at a General Meeting and each A share entitling its holder to one vote. Private holders of K shares have a shareholder agreement that restricts the sale of K shares to any party outside the existing holders of K shares. The total number of K shares is 604,800 and A shares 3,550,800.

During the financial year, 629,357 (422,271) of the company’s A shares, or 17.7 per cent (11.9) of all A shares, were traded on NASDAQ OMX Helsinki.

The value of trading turnover was EUR 2.6 million (2.5), and the share price was EUR 5.02 at the beginning of the year and EUR 3.35 at the end of the year. During the year, the share price was EUR 5.50 at its highest and EUR 3.30 at its lowest. At the end of December, equity per share was EUR 5.38 (6.51).

Treasury shares

Martela did not purchase any of its own shares in 2013. On 31 December 2013, Martela owned a total of 67,700 Martela A shares, purchased at an average price of EUR 10.65. Martela’s holding of treasury shares amounts to 1.6 per cent of all shares and 0.4 per cent of all votes.

Share acquisition for the share-based incentive scheme and management of the scheme have been outsourced to an external service provider. These shares have been entered under equity in the consolidated financial statements for 2013. A total of 38,647 shares under the incentive scheme were still undistributed on 31 December 2013.

2013 Annual General Meeting

Martela Corporation's Annual General Meeting was held on 14 March 2013. The AGM approved the financial statements for 2012 and discharged the members of the Board of Directors and the Managing Director from liability. The AGM decided, in accordance with the Board of Directors' proposal, to distribute a dividend of EUR 0.20 per share totalling 817,580.00 EUR. The dividend was paid on 26 March 2013.

The number of members on the Board of Directors was confirmed as seven. Heikki Ala-Ilkka, Heikki Martela, Pekka Martela, Pinja Metsäranta, Yrjö Närhinen and Jaakko Palsanen were re-elected to the Board, and Kirsi Komi was elected as a new member. KPMG Oy Ab, Authorised Public Accountants, was appointed again as the company's auditor.

The AGM also approved the Board of Directors' proposals, detailed in the meeting notice, to authorise the Board to acquire and/or dispose of Martela shares.

The new Board of Directors convened after the Annual General Meeting and elected from its members Heikki Ala-Ilkka as Chairman and Pekka Martela as Vice Chairman.

Administration

Martela Corporation is a Finnish limited liability company whose decision-making and administration are governed by Finnish legislation, especially the Limited Liability Companies Act, and by other regulations concerning public listed companies and the Martela Corporation Articles of Association.

The company complies with the NASDAQ OMX Guidelines for Insiders and the Corporate Governance Code 2010 for Finnish listed companies published by the Securities Market Association.

The company has published a report on its corporate governance in accordance with the Corporate Governance Code.

Further information: http://www.martela.com/corporate-governance

Events after the end of the financial year

On 9 January 2014, the Group began codetermination negotiations concerning Martela Corporation's employees at its Nummela and Riihimäki locations.

On 3 February 2014 Martela announced that P.O. Korhonen Oy, a joint enterprise of Martela Corporation and Artek Oy Ab, is to cease operating, due to the unprofitability of its operations. In spite of various development and efficiency improvement measures, the company's core business has remained unprofitable, and no change is expected in this in the longer term. P.O. Korhonen Oy's Board of Directors decided on 3 February 2014 to apply for bankruptcy. The company's principal creditors are its owners, Martela Corporation and Artek Oy Ab. At a future date, Martela will acquire some of the products manufactured by P.O. Korhonen Oy from outside subcontractors. The revenue of P.O.Korhonen Oy was in 2013 approximately EUR 3 million.

No other significant reportable events have taken place since the financial year, and operations have continued according to plan.

Short-term risks

The principal risk to profit performance is related to general economic uncertainty and the consequent effects on the overall demand for office furniture.

The risks are explained in more detail in the corporate governance section of the company's annual report.

Outlook for 2014

The Martela Group anticipates that its revenue in 2014 will be at the 2013 level, and that its operating result will show a year-on-year improvement. Due to normal seasonal variation, the Group's operating result is weighted towards the second half of the year.

Proposal of the Board of Directors for distribution of profit

The Board of Directors will propose to the AGM that no dividend be distributed for 2013.

Annual General Meeting

Martela Corporation's AGM will be held on 13 March 2014 at 3 p.m. in Martela House, Helsinki. The notice of Annual General Meeting will be published in a separate stock exchange release.

TABLES

Accounting policies

This financial statements release has been prepared in compliance with the IAS 34 standard. The consolidated financial statements has been prepared according the International Financial Reporting Standards (IFRS) which were valid on 31.12.2013. At the beginning of the financial year, the company adopted new or revised IFRS standards (IAS 1, IAS 19, IFRS 13). The changes, revisions or interpretations have no material bearing on Martela's financial reporting. In other respects, the accounting policies and calculation methods are the same as those applied in the 2012 financial statements.

The figures in this release have been rounded, and so the combined sum of individual figures may differ from the sums presented. The annual figures presented in this financial statements release have been audited.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (EUR 1000)

	2013 1-12	2012 1-12	2013 10-12	2012 10-12
Revenue	**132 293**	**142 686**	**36 850**	**40 807**
Other operating income	1 352	409	103	87
Employee benefits expenses	-38 160	-38 617	-10 009	-9 990
Operating expenses	-94 824	-101 969	-26 297	-29 710
Depreciation and impairment	-3 550	-3 421	-1 019	-867
Operating profit/loss	**-2 889**	**-912**	**-372**	**327**
Financial income and expenses	-1 195	-633	-682	-219
Share of result in associated undertakings	-305	-300	-62	-69
Profit/loss before taxes	-4 389	-1 845	-1 116	39
Income tax	455	-203	307	-95
Profit/loss for the period	**-3 934**	**-2 048**	**-809**	**-56**
Other comprehensive income				
Translation differences	-80	230	1	-29
Actuarial gains and losses	337	-126	337	-126
Actuarial gains and losses, deferred taxes	-81	31	-81	31
Total comprehensive income	-3 758	-1 913	-552	-180
Basic earnings per share, eur	-0,97	-0,51	-0,20	-0,02
Diluted earnings per share, eur	-0,97	-0,51	-0,20	-0,02
Allocation of net profit for the period:				
To equity holders of the parent	-3 934	-2 048	-809	-56
Allocation of total comprehensive income:				
To equity holders of the parent	-3 758	-1 913	-552	-180

GROUP BALANCE SHEET (EUR 1000)	31.12.2013	31.12.2012
ASSETS		
Non-current assets		
Intangible assets	6 403	6 031
Tangible assets	11 767	12 881
Investments	55	97
Deferred tax assets	373	393
Pension receivables	0	55
Receivables	0	10
Investment properties	600	600
Total	**19 198**	**20 067**
Current assets		
Inventories	10 913	12 885
Receivables	23 646	24 008
Financial assets at fair value through profit and loss	0	0
Cash and cash equivalents	4 857	7 589
Total	**39 416**	**44 483**
Total assets	**58 614**	**64 550**
EQUITY AND LIABILITIES		
Equity		
Share capital	7 000	7 000
Share premium account	1 116	1 116
Other reserves	-9	-9
Translation differences	-86	-6
Retained earnings	14 121	18 609
Treasury shares	-1 050	-1 050
Share-based incentives	710	710
Total	**21 802**	**26 370**
Non-current liabilities		
Interest-bearing liabilities	8 645	9 331
Deferred tax liability	846	1 269
Other liabilities	0	151
Pension obligations	637	904
Total	**10 128**	**11 655**
Current liabilities		
Interest-bearing	6 731	6 010
Non-interest bearing	19 386	20 515
Reservation	566	0
Total	**26 683**	**26 525**
Total liabilities	**36 811**	**38 180**
Equity and liabilities, total	**58 614**	**64 550**

STATEMENT OF CHANGES IN EQUITY (EUR 1000)

Equity attributable to equity holders of the parent

	Share capital	Share premium account	Other reserves	Transl. diff.	Retained earnings	Treasury shares	Total
1.1.2012	7 000	1 116	117	-236	23 809	-1 050	30 756
IAS 19R					-778		-778
1.1.2012	7 000	1 116	117	-236	23 031	-1 050	29 978
Total comprehensive income				230	-2 048		-1 818
Dividends					-1 822		-1 822
Share-based incentives					-50		-50
31.12.2012	7 000	1 116	117	-6	19 111	-1 050	26 288
1.1.2013	7 000	1 116	117	-6	19 889	-1 050	27 066
IAS 19R			-126		-778		-904
IAS 19R, deferred taxes					208		208
1.1.2013, adjusted	7 000	1 116	-9	-6	19 319	-1 050	26 370
IAS 19R					337		337
IAS 19R, deferred taxes					-81		-81
Total comprehensive income				-80	-3 934		-4 014
Dividends					-810		-810
Share-based incentives					0		0
31.12.2013	7 000	1 116	-9	-86	14 831	-1 050	21 802

Revised IAS 19 Employee Benefits standard changed the recognition of actuarial gains and losses. Those are now recognised immediately in the statement of comprehensive income. Due to the change Group's equity on 31.12.2012 decreased by million 0.9 EUR and net debt in relation to employee benefits increased up to million 0.9 EUR. Accordingly the profit of 2012 in comprehensive income decreased by million 0.1 EUR. The data for the comparison periods has been restated according the revised standard.

CONSOLIDATED CASH FLOW STATEMENT (EUR 1000)

	2013	2012
Cash flows from operating activities	**1-12**	**1-12**
Cash flow from sales	132 033	143 990
Cash flow from other operating income	353	394
Payments on operating costs	-131 746	-143 434
Net cash from operating activities before financial items and taxes	**640**	**950**
Interest paid	-475	-514
Interest received	24	33
Other financial items	-196	-126
Dividends received	1	1
Taxes paid	-130	-346
Net cash from operating activities (A)	**-136**	**-2**
Cash flows from investing activities		
Capital expenditure on tangible and intangible assets	-2 711	-3 504
Proceeds from sale of tangible and intangible assets	38	15
Capital expenditure on subsidiaries	0	-2 975
Capital expenditure on other investments	0	-200
Proceeds of sale of other investments	960	0
Net cash used in investing activities (B)	**-1 713**	**-6 664**
Cash flows from financing activities		
Proceeds from short-term loans	18 500	10 876
Repayments of short-term loans	-18 246	-7 762
Proceeds from long-term loans	1 283	4 000
Repayments of long-term loans	-1 502	-3 103
Dividends paid and other profit distribution	-810	-1 822
Net cash used in financing activities (C)	**-775**	**2 189**
Change in cash and cash equivalents (A+B+C (+ increase, - decrease)	**-2 624**	**-4 477**
Cash and cash equivalents in the beginning of the period	7 589	11 947
Translation differences	-107	120
Cash and cash equivalents at the end of perio	**4 858**	**7 589**

SEGMENT REPORTING

Segment revenue	2013 1-12	2012 1-12	2013 10-12	2012 10-12
Business Unit Finland				
external	92 272	98 054	25 740	26 126
internal	0	2	0	0
Business Unit Sweden and Norway				
external	20 524	20 095	5 554	6 034
internal	1 658	2 222	364	820
Business Unit Poland				
external	11 710	12 673	3 623	4 924
internal	61	1	21	1
Other segments				
external	7 787	11 865	1 933	3 724
internal	10 107	13 170	2 571	3 307
Total external revenue	**132 293**	**142 686**	**36 850**	**40 807**

Segment operating profit/loss	2013 1-12	2012 1-12	2013 10-12	2012 10-12
Business Unit Finland	1 436	3 871	1 396	1 140
Business Unit Sweden and Norway	-1 363	-720	-265	42
Business Unit Poland	-676	-1 224	-28	202
Other segments	-1 636	-3 044	-344	-1 231
Other	-650	205	-1 131	174
Total operating profit/loss	**-2 889**	**-912**	**-372**	**327**

Other segments include Kidex Oy and Business Unit International, which is responsible for export markets. The item "Other" includes non-allocated Group functions and non-recurring sales gains and losses.

RELATED PARTY AND SHARE-BASED INCENTIVE PROGRAMME

The CEO and the group's management were included in a long-term incentive scheme, extending to the end of 2013.

KEY FIGURES/RATIOS	2013 1-12	2012 1-12
Revenue, EUR million	132,3	142,7
Change in revenue, %	-7,3	9,2
Exports and international operations, EUR million	39,9	41,2
In relation to revenue, %	30,1	28,8
Operating profit/loss, EUR million	-2,9	-0,9
In relation to revenue, %	-2,2	-0,6
Profit/loss before taxes, EUR million	-4,4	-1,8
In relation to revenue, %	-3,3	-1,3
Profit/loss for the period, EUR million	-3,9	-2,1
In relation to revenue, %	-3,0	-1,4
Gross capital expenditure on fixed assets, EUR million	3,0	4,0
In relation to revenue, %	2,3	2,8
Research and development expenses, EUR million	2,4	2,7
In relation to revenue, %	1,8	1,9
Average personnel	770	806
Change in personnel, %	-4,5	26,5
Personnel at year end	767	801
Turnover/employee, EUR thousand	171,8	177,0
Return on equity, %	-16,3	-7,2
Return on investment, %	-7,9	-2,7
Equity ratio, %	37,6	41,4
Interest-bearing net-debt, EUR million	11,2	8,7
Gearing ratio, %	51,2	32,8

Key share-related figures

Number of shares, at the end of period (1000)	4 155,6	4 155,6
Basic earnings per share, EUR	-0,97	-0,51
Diluted earnings per share, EUR	-0,97	-0,51
Price/earnings ratio (PE)	-3,5	-9,8
Equity per share, EUR	5,38	6,51
Dividend/share, EUR	0,00 *	0,20
Dividend/earnings, %	-	-39,2
Effective dividend yield, %	-	4,0
Price of A-share 31.12, EUR	3,35	5,02

* Proposal of the Board of Directors

The largest shareholders, 31.12.2013	No.of shares A+K-series	% of total votes
Marfort Oy	524 574	38,8
Ilmarinen Mutual Pension Insurance Company	335 400	2,1
OP-Suomi Arvo	285 000	1,8
Nordea Pankki Suomi Oyj	177 711	1,1
Martela Heikki	173 464	7,4
Palsanen Leena	155 634	4,0
Pohjola Vakuutus Oy	117 982	0,8
Palsanen Jaakko	116 531	0,9
Oy Autocarrera Ab	116 000	0,7
Martela Matti	115 238	7,8
Sijoitusrahasto Nordea Suomi Small Cap	111 333	0,7
Lindholm Tuija	75 963	5,7
Martela Pekka	69 282	8,9
Martela Oyj	67 700	0,4
Oy Joeston Ltd	43 425	0,3
Erikoissijoitusrahasto Fourton Fokus Suomi	39 700	0,3
Other shareholders	1 630 663	18,2
Total	4 155 600	100,0

The number of registrated Martela Oyj shares on 31.12.2013 was 4.155,600.
The shares are divided into A and K shares. Each A share carries one vote and each K share 20 votes in a general shareholders' meeting.
The company's Board of Directors and CEO together hold 9,1% of the shares and 17.3% of the votes.

CONTINGENT LIABILITIES	31.12.2013	31.12.2012
Morgages and shares pledged	23 218	21 594
Other commitments	902	873
Rental commitments	14 120	15 083

DEVELOPMENT OF SHARE PRICE	2013	2012
	1-12	1-12
Share price at the end of period, EUR	3,35	5,02
Highest price, EUR	5,50	7,50
Lowest price, EUR	3,30	5,00
Average price, EUR	4,11	5,92

Annual Report 2013 will be published on Martela's homepages during the week 9.

Martela Oyj
Board of Directors
Heikki Martela
CEO

For more information, please contact
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