

# Financial Statement

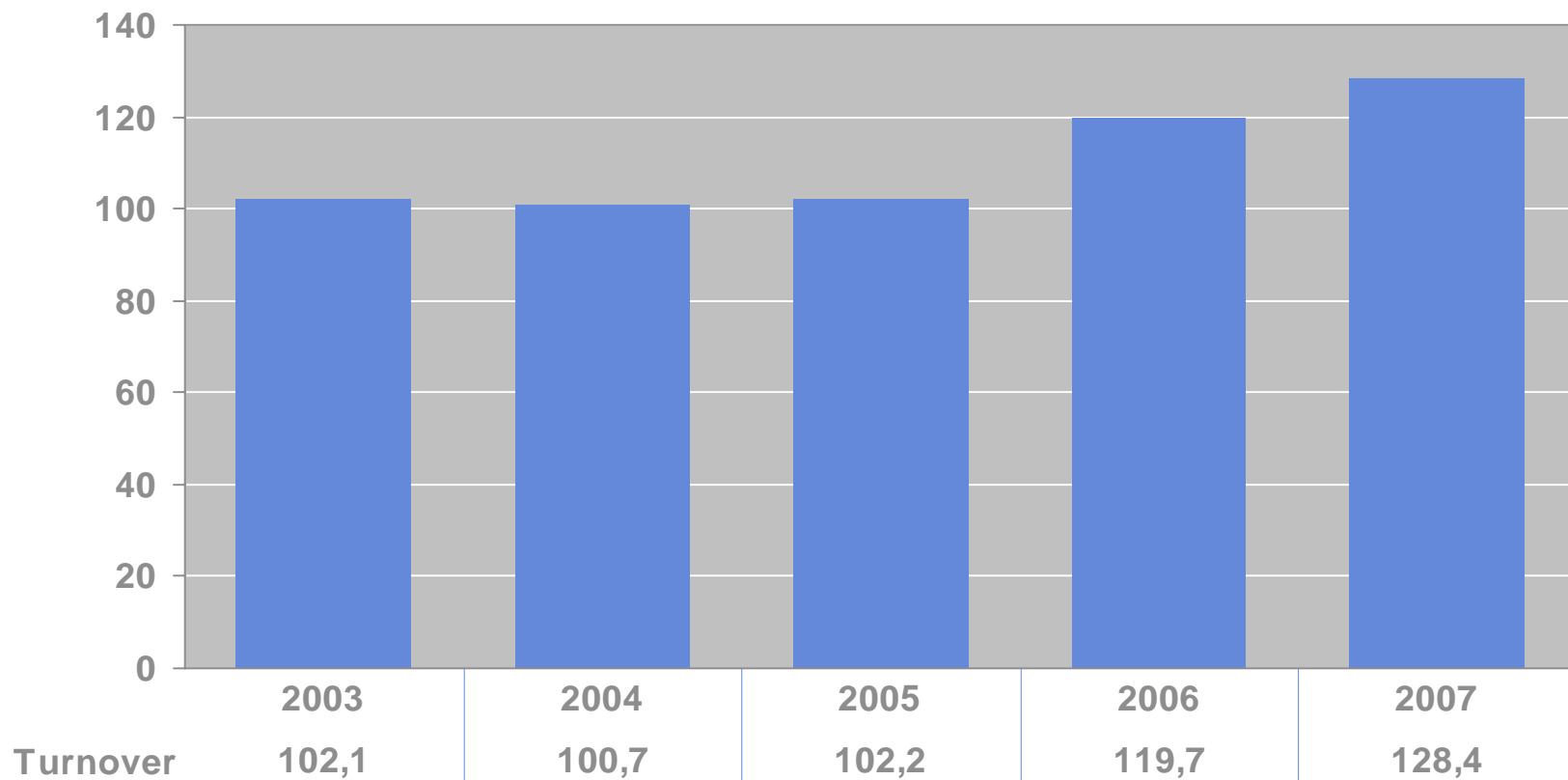
January - December 2007

February 20, 2008

# Martela Group

## Turnover

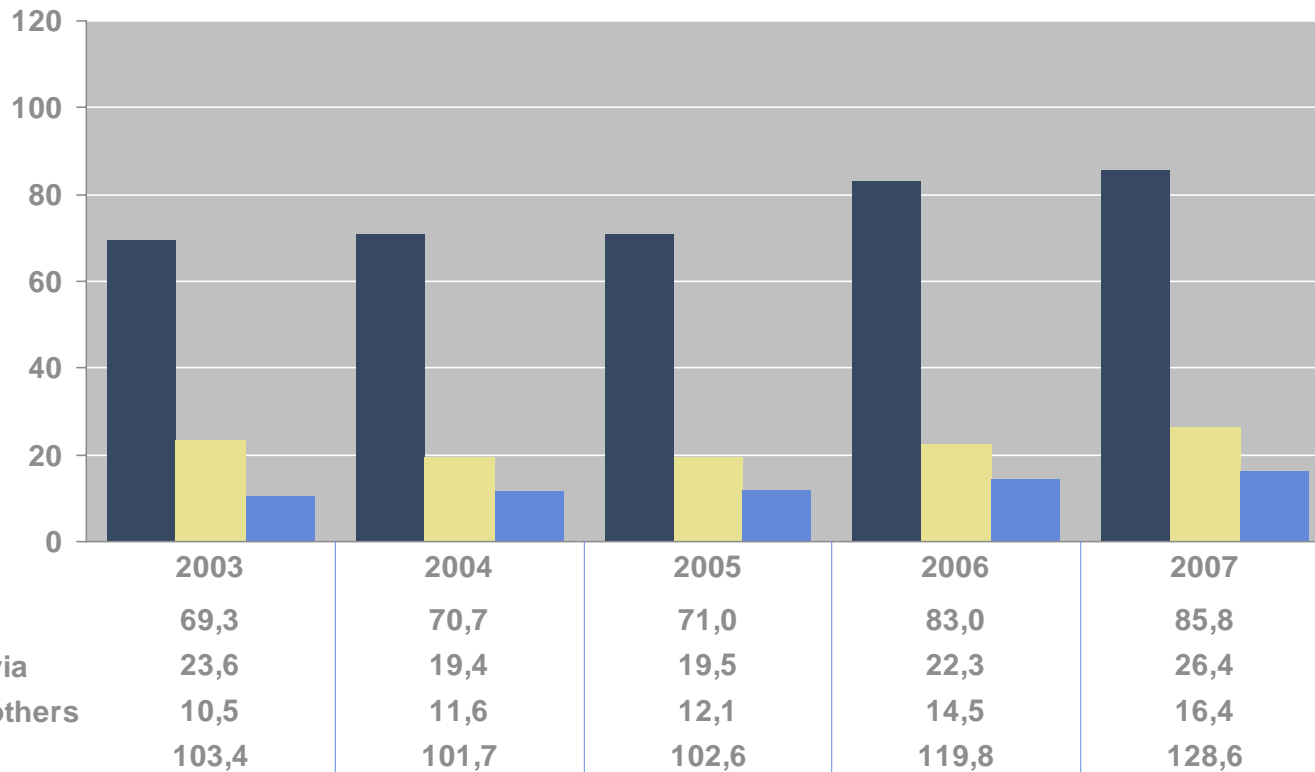
MEUR



# Martela Group

## Invoicing by market area

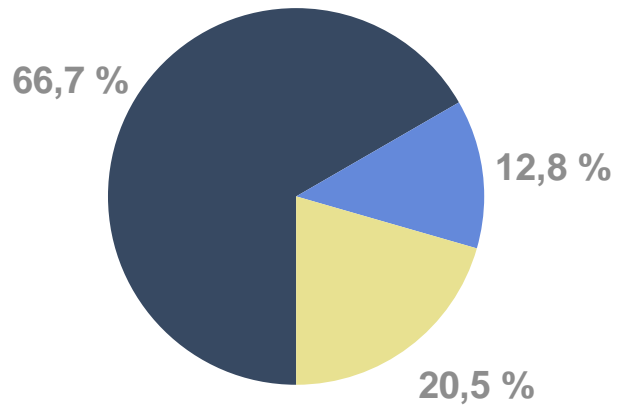
MEUR



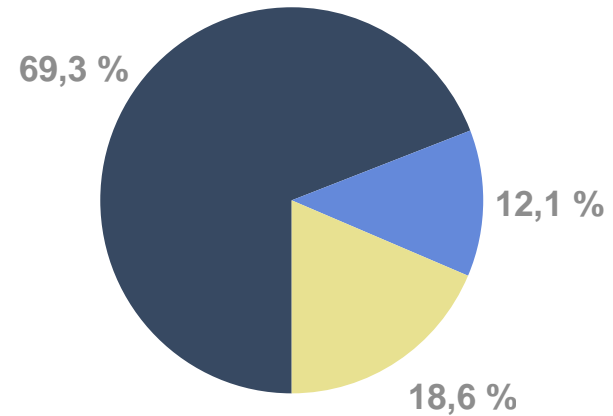
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## Invoicing by market area

2007



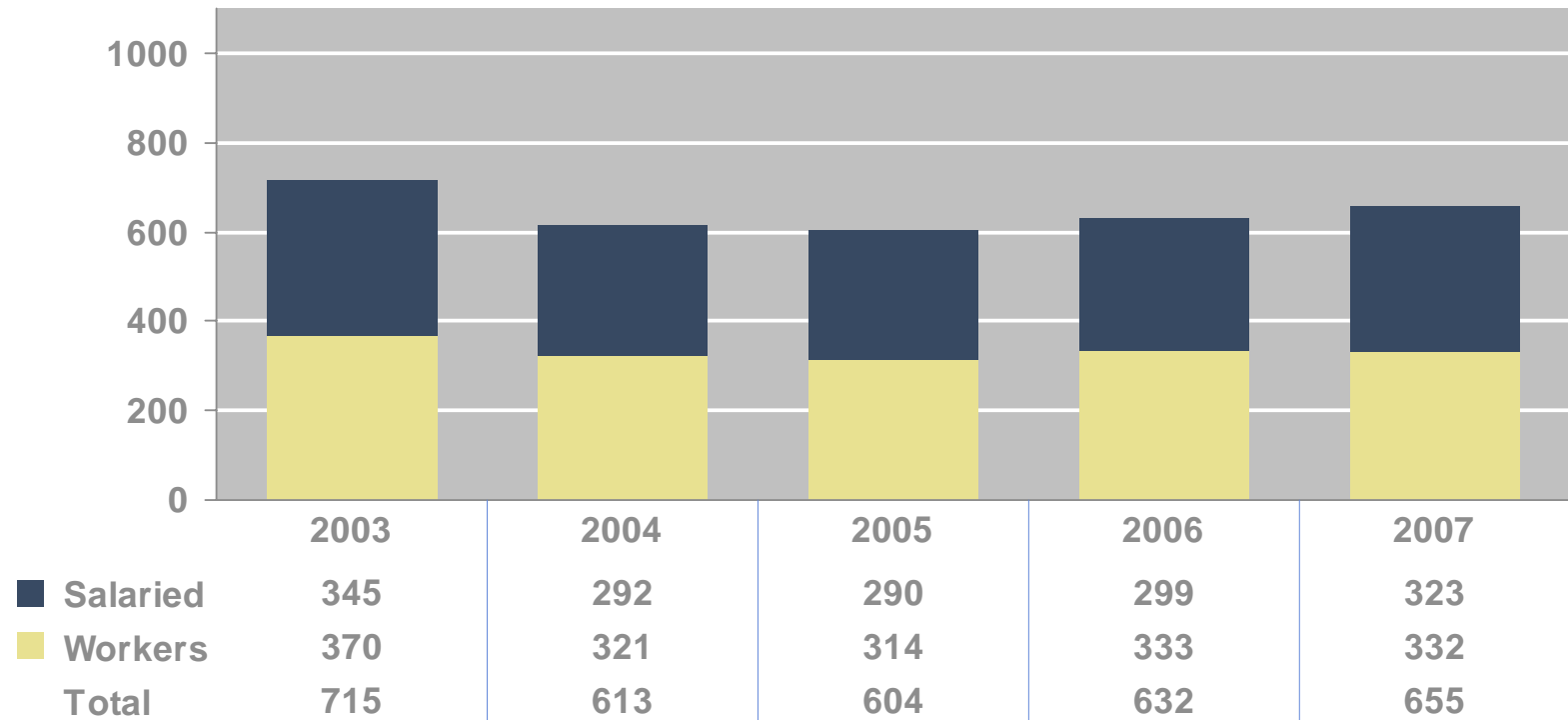
2006



- Finland
- Scandinavia
- Europe & others

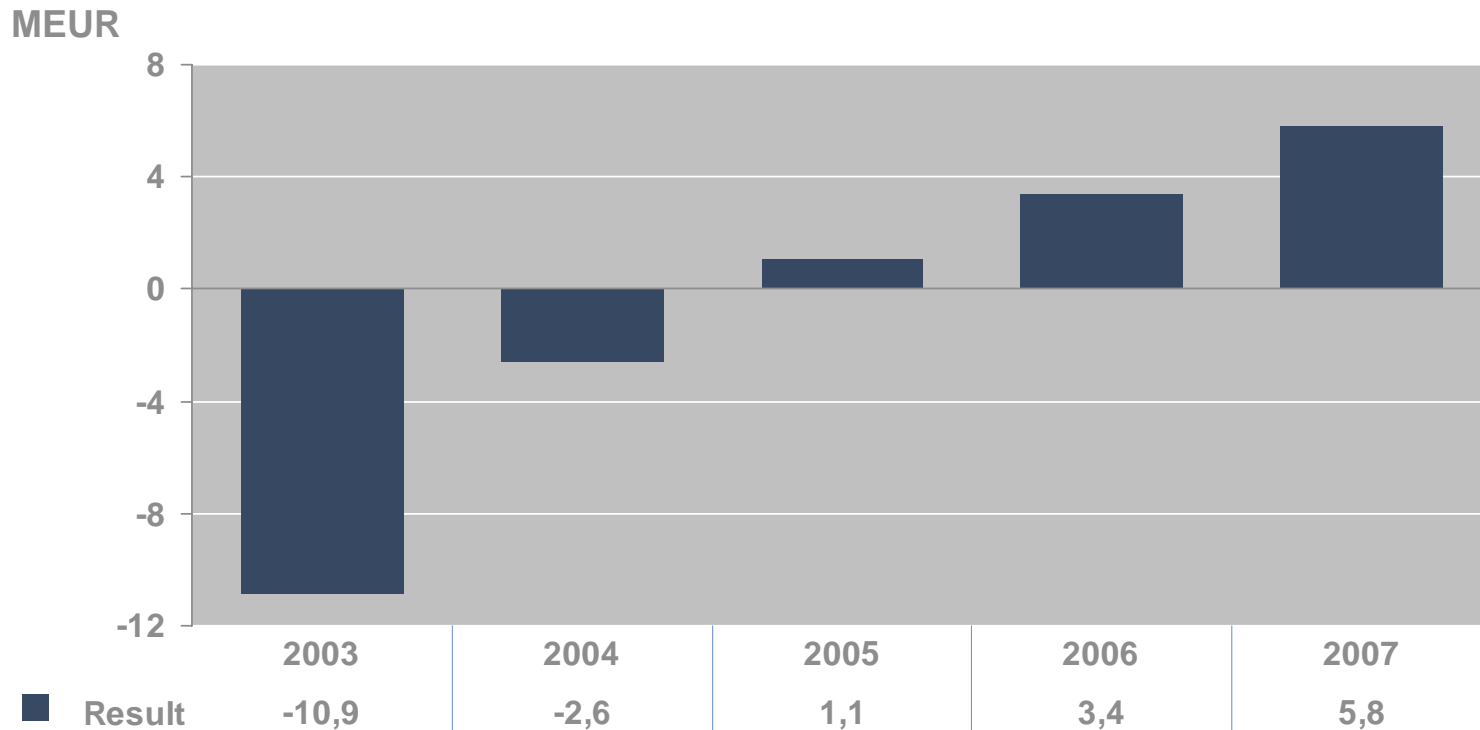
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Personnel at work, end of period



# Martela Group

Operating result (excluding sales profit of properties)

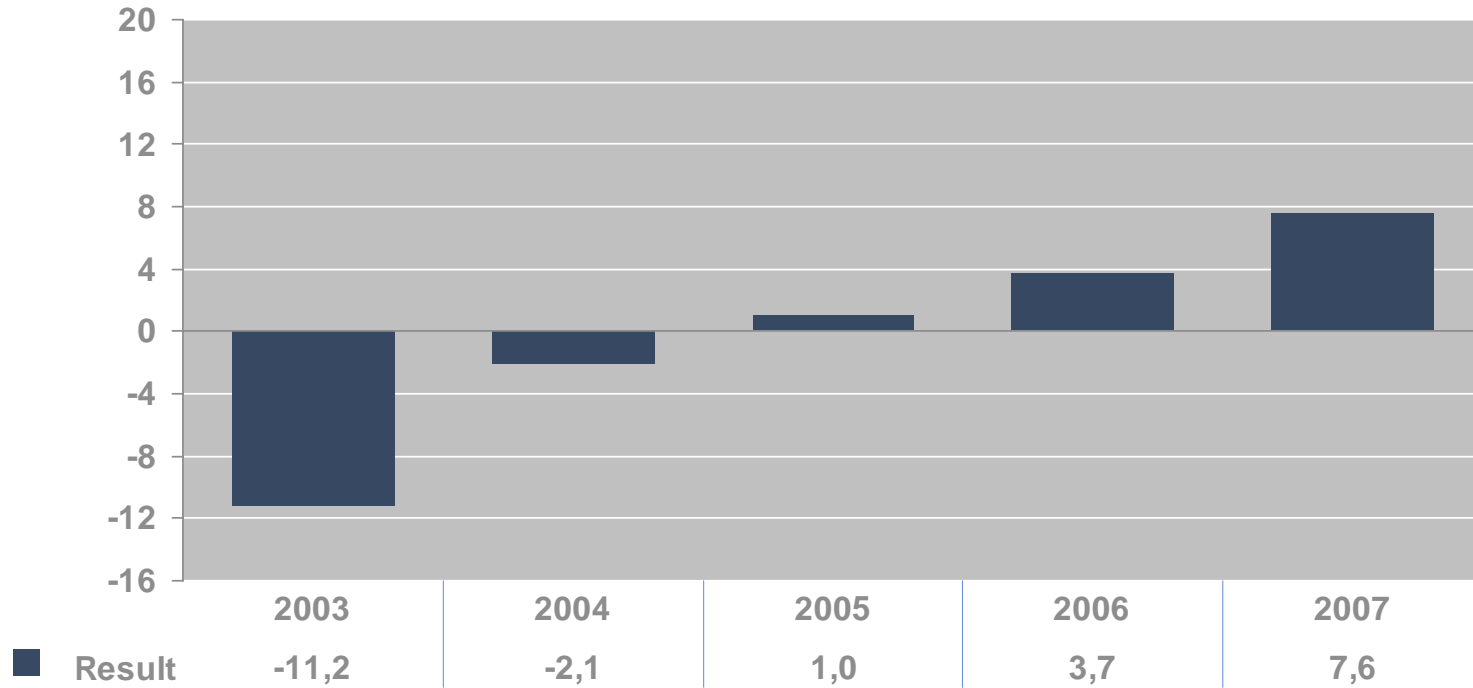


According to IFRS since 2004

# Martela Group

## Profit before taxes

MEUR

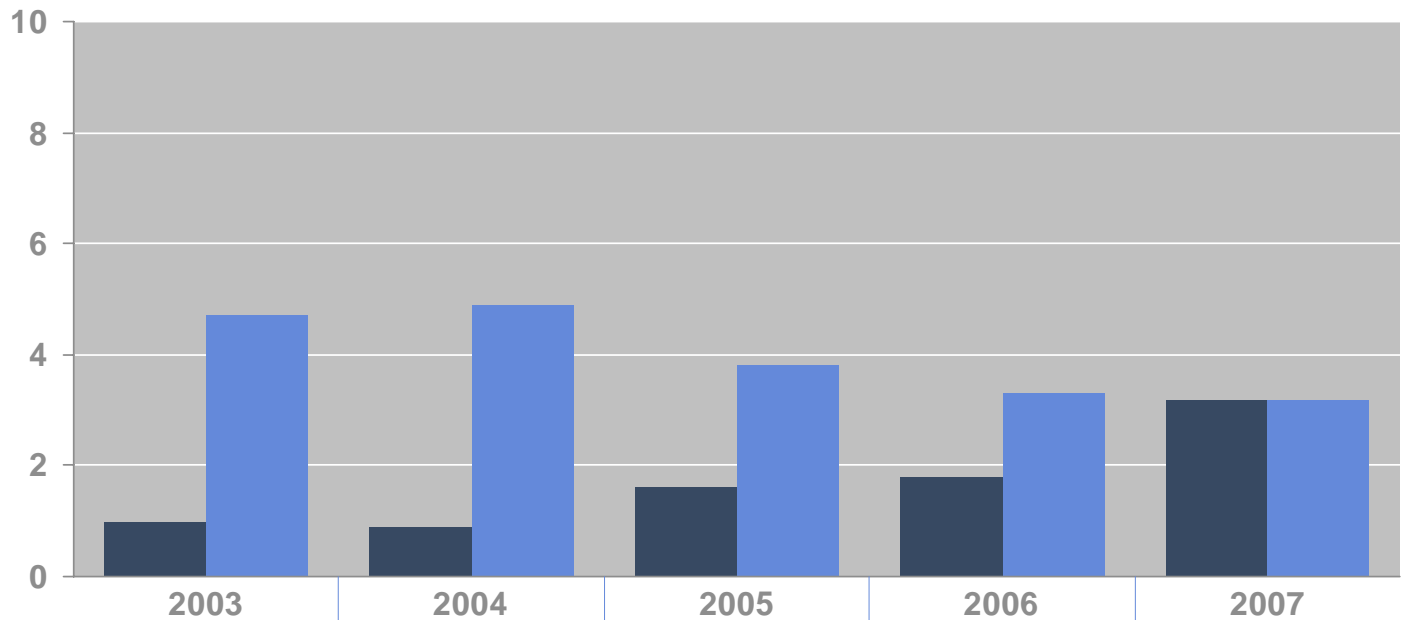


According to IFRS since 2004

# Martela Group

## Capital Expenditure & Depreciation

MEUR



■ Capital expenditure  
■ Depreciation

2003

2004

2005

2006

2007

1,0

0,9

1,6

1,8

3,2

4,7

4,9

3,8

3,3

3,2

According to IFRS since 2004

**Martela**

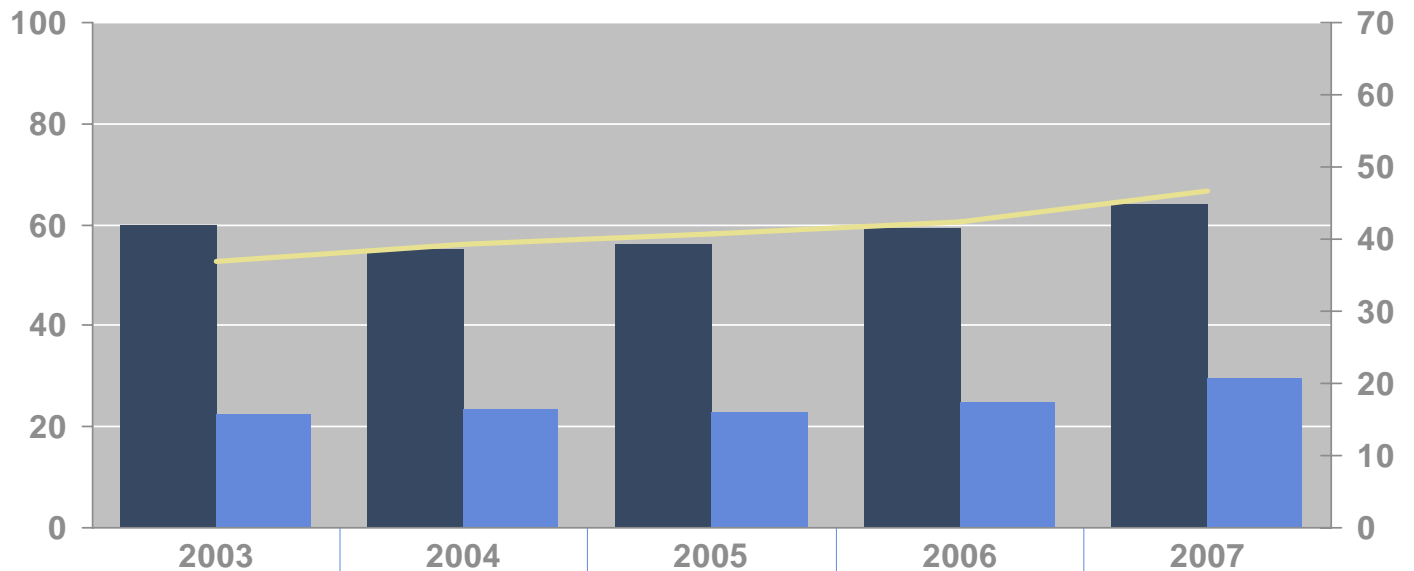


# Martela Group

## Balance Sheet

MEUR

%



■ Balance sheet total	59,7	55,2	56,1	59,1	63,8
■ Equity & Appropriations	22,5	23,5	22,8	24,9	29,5
■ Equity ratio -%	36,8	39,3	40,8	42,4	46,7

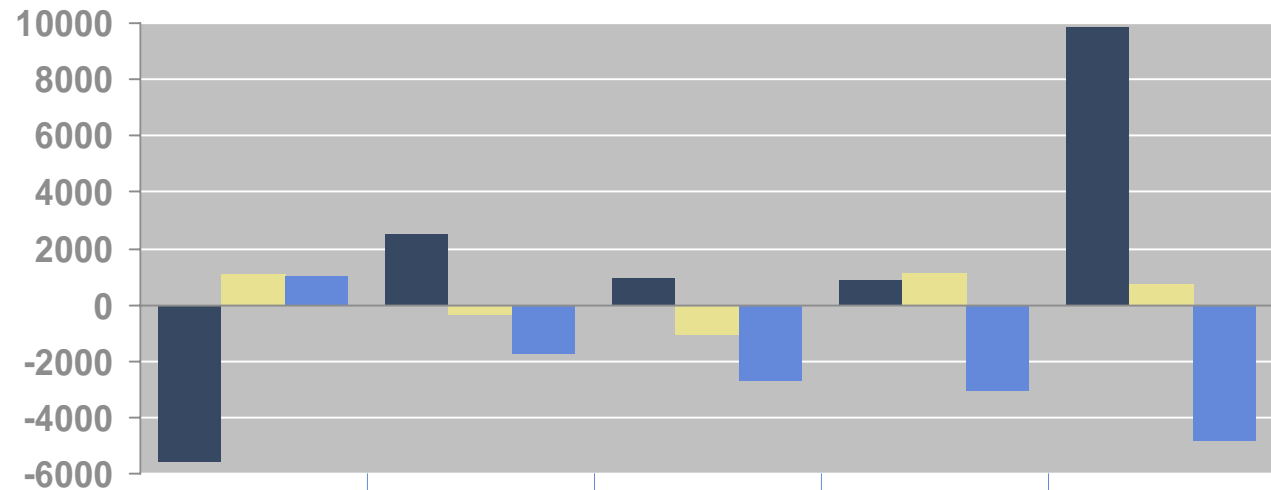
According to IFRS since 2004

**Martela**

# Martela Group

## Cash flow

TEUR



■ Cashflow from operation  
■ Cashflow from capital  
■ Cashflow from financing

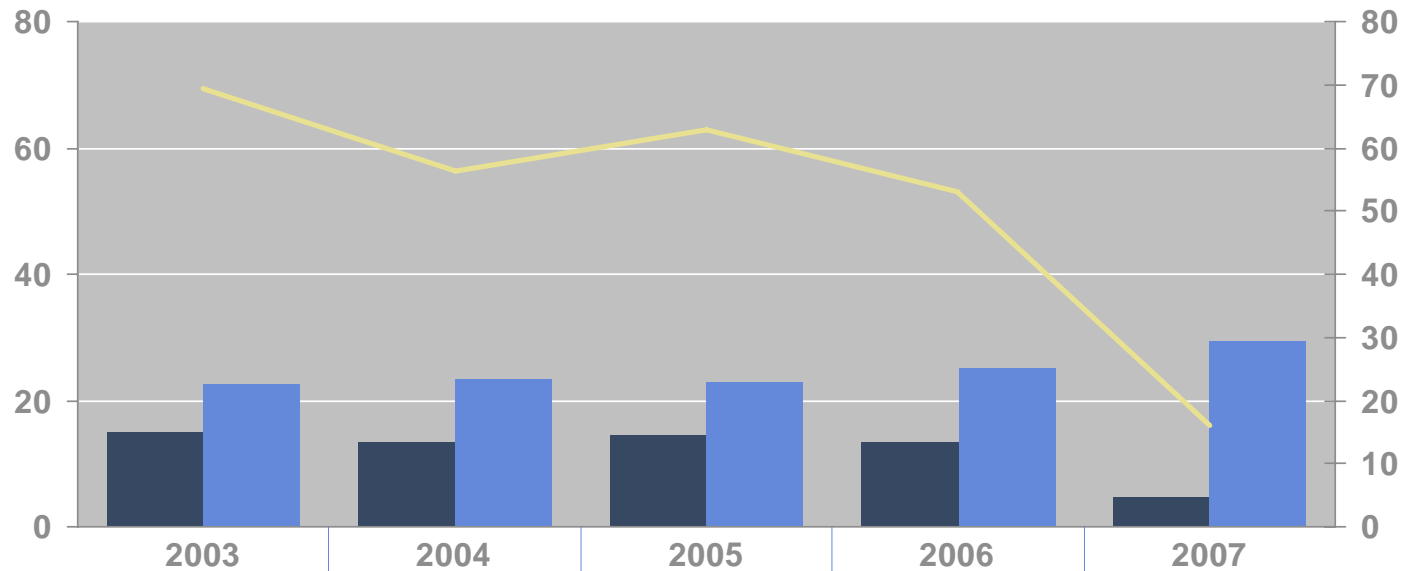
	2003	2004	2005	2006	2007
Cashflow from operation	-5561	2487	954	867	9895
Cashflow from capital	1047	-348	-1084	1158	740
Cashflow from financing	1037	-1761	-2704	-3066	-4858

# Martela Group

## Gearing

MEUR

%



■ Int.bearing net debt

■ Equity

■ Gearing ratio -%

2003

2004

2005

2006

2007

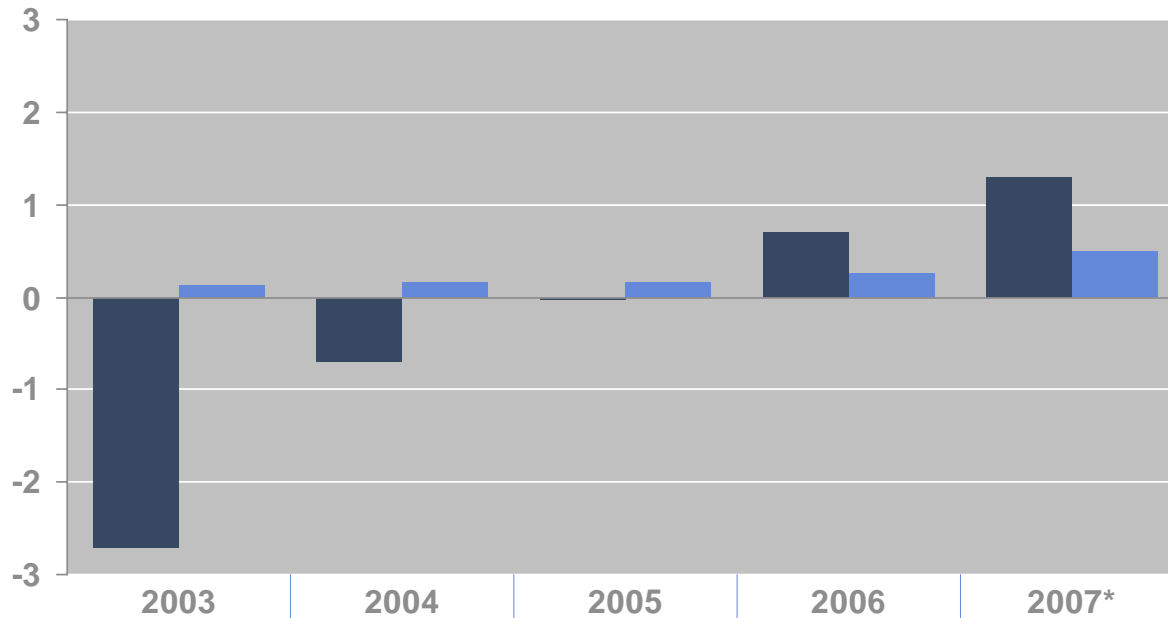
According to IFRS since 2004

**Martela**

# Martela Group

## Dividends

TEUR



■ Earnings / Share  
■ Dividend / Share

\* proposal of the Board

# Martela Group

## GROUP INCOME STATEMENT (EUR 1,000)

	2007		2006		2005		2004	
	1.1. - 31.12.	%	1.1. - 31.12.	%	1.1. - 31.12.	%	1.1. - 31.12.	%
Turnover	128,445	100,0	119,727	100,0	102,246	100,0	100,747	100,0
Other income from operations	3,023	2,4	1,429	1,2	0,986	1,0	1,652	1,6
Personnel expenses	-28,723	-22,4	-27,562	-23,0	-24,617	-24,1	-25,196	-25,0
Costs	-91,236	-71,0	-85,763	-71,6	-74,343	-72,7	-74,153	-73,6
Depreciation	-3,231	-2,5	-3,332	-2,8	-2,756	-2,7	-4,603	-4,6
Operating profit	8,278	6,4	4,499	3,8	1,517	1,5	-1,553	-1,5
Financial income and expenses	-0,726	-0,6	-0,798	-0,7	-0,544	-0,5	-0,503	-0,5
Profit before extraordinary items	7,552	5,9	3,701	3,1	0,973	1,0	-2,056	-2,0
Income tax	-2,165	-1,7	-0,977	-0,8	-1,084	-1,1	0,036	0,0
Profit for the period	5,387	4,2	2,723	2,3	-0,112	-0,1	-2,020	-2,0

# Martela Group

## GROUP BALANCE SHEET (EUR 1,000)

	31.12.2007	31.12.2006	31.12.2005	31.12.2004
<b>ASSETS</b>				
<b>NON-CURRENT ASSETS</b>				
Intangible assets	0,633	0,662	0,517	0,480
Tangible assets	14,151	15,784	18,991	20,846
Investments	0,053	0,063	0,078	0,113
Deferred tax assets	0,240	0,776	1,819	3,035
Pension receivables and other rec.	0,658	0,018	0,000	0,000
Investment property	1,203	1,166	1,161	0,600
<b>Total</b>	<b>16,937</b>	<b>18,468</b>	<b>22,566</b>	<b>25,074</b>
<b>CURRENT ASSETS</b>				
Inventories	13,635	11,938	10,057	9,956
Receivables	23,536	24,792	18,512	17,063
Financial assets securities	2,004	1,943	2,875	3,667
Cash and cash equivalents	7,686	1,968	2,088	4,145
<b>Total</b>	<b>46,861</b>	<b>40,641</b>	<b>33,532</b>	<b>34,831</b>
<b>Total assets</b>	<b>63,800</b>	<b>59,109</b>	<b>56,098</b>	<b>59,905</b>

# Martela Group

## GROUP BALANCE SHEET (EUR 1,000)

	31.12.2007	31.12.2006	31.12.2005	31.12.2004
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>				
Shareholders' equity				
Share capital	7,000	7,000	7,000	7,000
Share premium account	1,116	1,116	1,116	1,116
Other funds	0,117	0,121	0,117	0,122
Translation diff.	-0,129	-0,133	-0,108	-0,165
Retained earnings	22,127	17,542	15,432	16,157
Treasury shares	-0,721	-0,721	-0,721	-0,721
<b>Total</b>	<b>29,510</b>	<b>24,925</b>	<b>22,836</b>	<b>23,509</b>
Non-current liabilities				
Interest-bearing debts	10,453	12,844	15,605	13,407
Deferred tax liability	1,553	0,175	0,296	0,434
Other non-current liabilities	0,000	0,000	0,000	0,000
Pension obligations	0,000	0,000	0,001	0,066
<b>Total</b>	<b>12,006</b>	<b>13,019</b>	<b>15,902</b>	<b>13,907</b>
Current liabilities				
Interest-bearing	3,969	4,271	3,707	7,669
Non-interest bearing	18,315	16,895	13,653	14,821
<b>Total</b>	<b>22,284</b>	<b>21,166</b>	<b>17,360</b>	<b>22,490</b>
<b>Total liabilities</b>	<b>34,290</b>	<b>34,185</b>	<b>33,262</b>	<b>36,397</b>
<b>Total shareholders' equity and liabilities</b>	<b>63,800</b>	<b>59,109</b>	<b>56,098</b>	<b>59,905</b>

# Martela Group

## SCOPE OF OPERATIONS

	2007 1.1. - 31.12.	2006 1.1. - 31.12.	2005 1.1. - 31.12.	2004 1.1. - 31.12.
Earnings / share, EUR	1,3	0,7	0,0	-0,5
Equity / share, EUR	7,2	6,1	5,6	5,8
Equity ratio %	46,7	42,4	40,8	39,3
Return on equity %	19,8	11,4	-0,5	-8,1
Return on investment %	19,6	11,0	4,3	-2,2
Interest-bearing net debt, EUR million	4,7	13,2	14,3	13,3
Gearing ratio	16,0	53,0	62,8	56,4
Gross capital expenditure, EUR million	3,2	1,8	1,6	0,9
Personnel at the end of period	655	632	604	613
Average personnel	663	626	610	662
Turnover / employee, EUR thousand	193,7	191,3	167,6	152,2



# Martela Group

## STATEMENT OF SOURCE AND APPLICATION OF FUNDS (EUR 1,000)

	2007		2006		2005		2004	
	1.1. - 31.12. %		1.1. - 31.12. %		1.1. - 31.12. %		1.1. - 31.12. %	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>								
Cash flow from sales	130,833	100	114,537	100	100,325	100	101,567	100
Cash flow from other operating income	0,550		0,364		0,635		1,267	
Payments on operating costs	-121,090		-113,292		-99,364		-100,079	
Net cash from operating activities before fin.items and taxes	10,294	7,9	1,608	1,4	1,596	1,6	2,755	2,7
Interest paid	-0,842		-0,691		-0,734		-0,720	
Interest received	0,082		0,049		0,043		0,279	
Other financial items	-0,021		-0,084		0,123		0,254	
Dividends received	0,001		0,003		0,002		0,056	
Taxes paid	0,381		-0,018		-0,076		-0,137	
Net cash from operating activities (A)	9,895	7,6	0,867	0,8	0,954	1,0	2,487	2,4
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>								
Capital expenditure on intangible and tangible assets	-2,256		-1,840		-1,664		-0,928	
Proceeds from sale of tangible and intangible assets	2,028		2,992		0,580		0,715	
Proceeds from sale of shares in subsidiaries	2,150		0,000		0,000		0,000	
Loans granted	-1,193		0,000		0,000		-0,142	
Repayments on loan receivables	0,011		0,006		0,000		0,007	
Net cash used in investing activities (B)	0,740	0,6	1,158	1,0	-1,084	-1,1	-0,348	-0,3

# Martela Group

## STATEMENT OF SOURCE AND APPLICATION OF FUNDS (EUR 1,000)

	2007		2006		2005		2004	
	1.1. - 31.12.	%	1.1. - 31.12.	%	1.1. - 31.12.	%	1.1. - 31.12.	%
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>								
Proceeds from short-term loans	0,976		1,783		0,000		0,000	
Repayments of short-term loans	-1,704		-1,546		-1,443		-0,108	
Proceeds from long-term loans	0,000		0,000		0,170		2,001	
Repayments of long term-loans	-3,108		-2,689		-0,818		-3,143	
Dividends paid and other profit distribution	-1,022		-0,613		-0,613		-0,511	
Net cash used in financing activities ('C)	-4,858	-3,7	-3,066	-2,7	-2,704	-2,7	-1,761	-1,7
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>								
	5,778		-1,041		-2,834		0,378	
Cash and cash equivalents at beginning of year	3,911		4,963		7,812		7,421	
Cash and cash equivalents at end of year	0,002		-0,001		-0,015		0,013	
Liquid funds at the end of financial year 1)	9,691		3,911		4,963		7,812	