

# Financials 2005

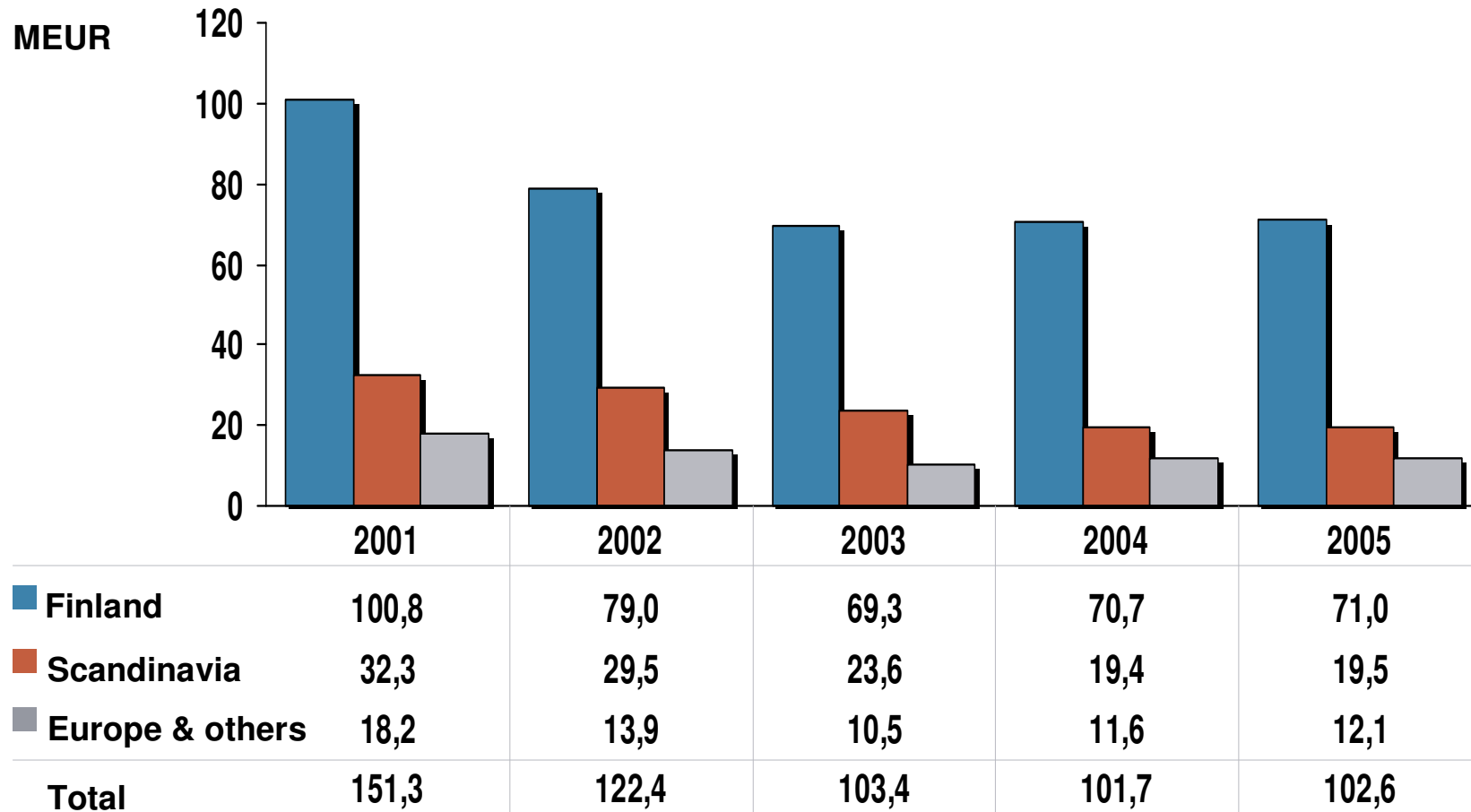
Promo >

Martela | Marknad | Organisation | Finanser | Produkter | Referenser | Kund

**Martela**

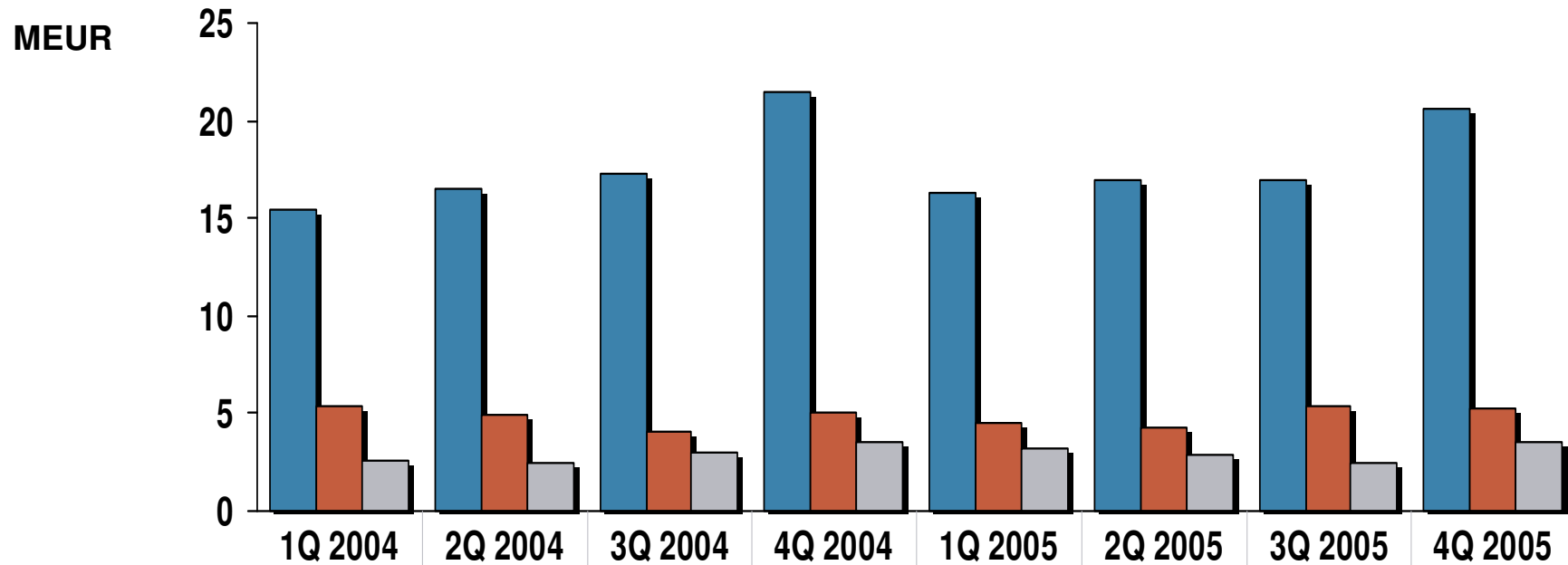
# Martela Group

## Invoicing by market area



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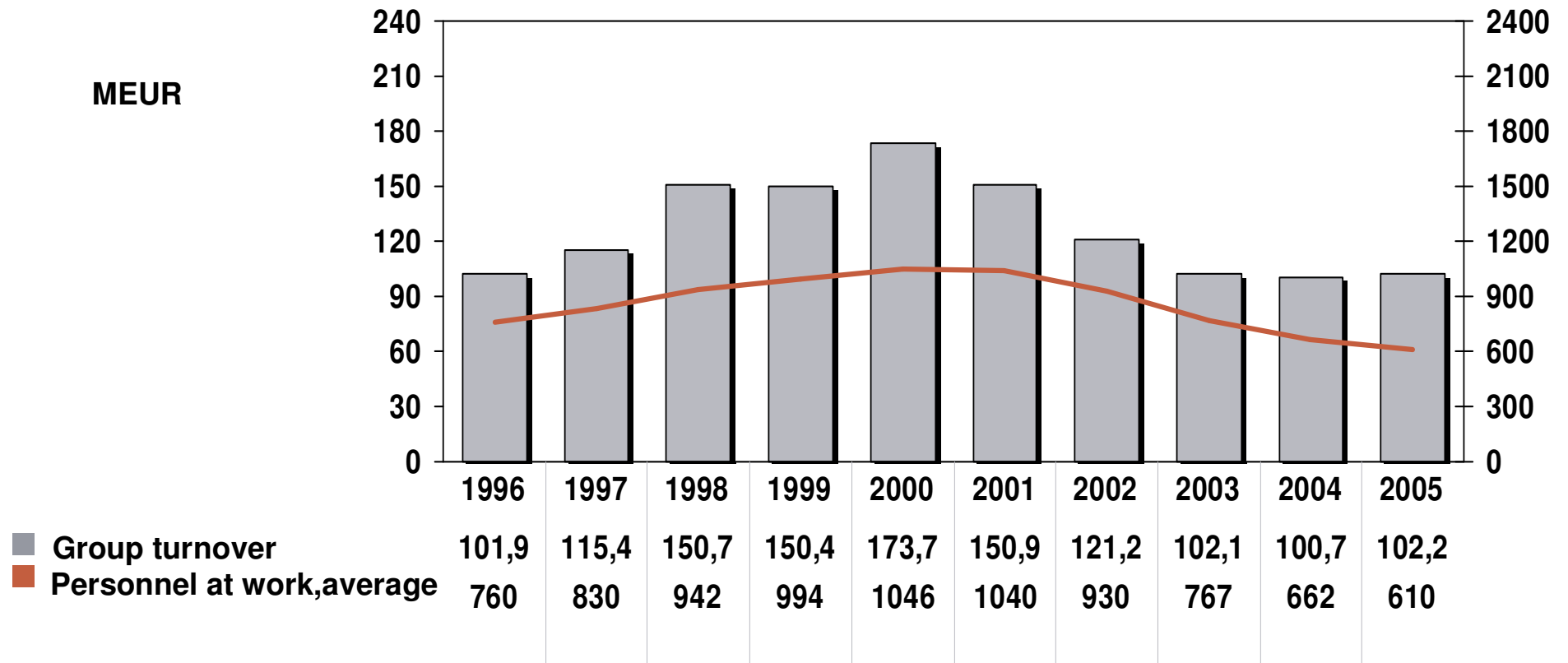
## Quartely Invoicing by market area



■ Finland	15,4	16,5	17,3	21,5	16,3	17,0	17,0	20,6
■ Scandinavia	5,4	4,9	4,1	5,0	4,5	4,3	5,4	5,3
■ Europe & others	2,6	2,5	3,0	3,5	3,2	2,9	2,5	3,5
<b>Total</b>	<b>23,4</b>	<b>23,9</b>	<b>24,4</b>	<b>30,0</b>	<b>24,0</b>	<b>24,2</b>	<b>25,0</b>	<b>29,5</b>

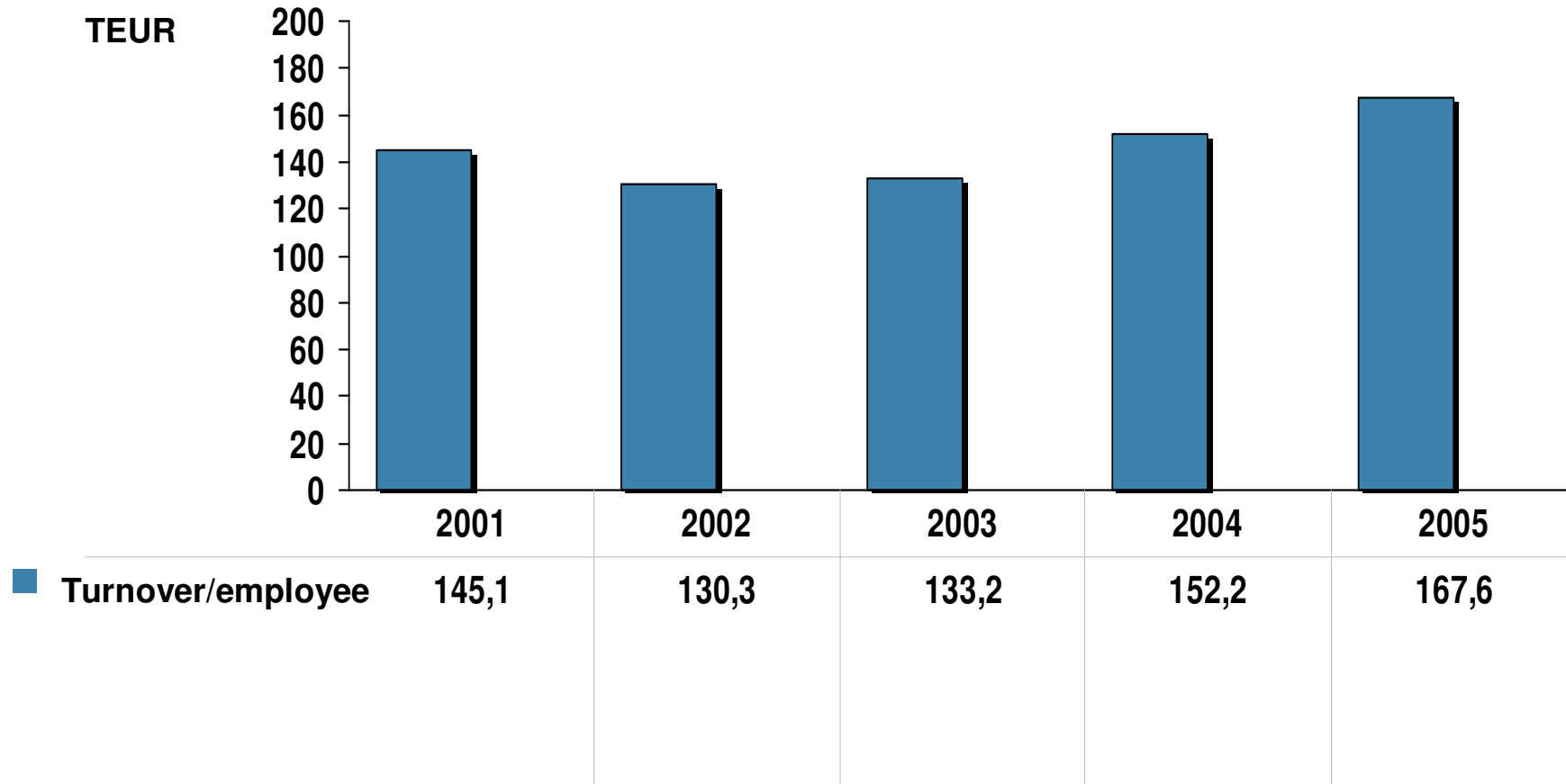
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## Turnover and personnel



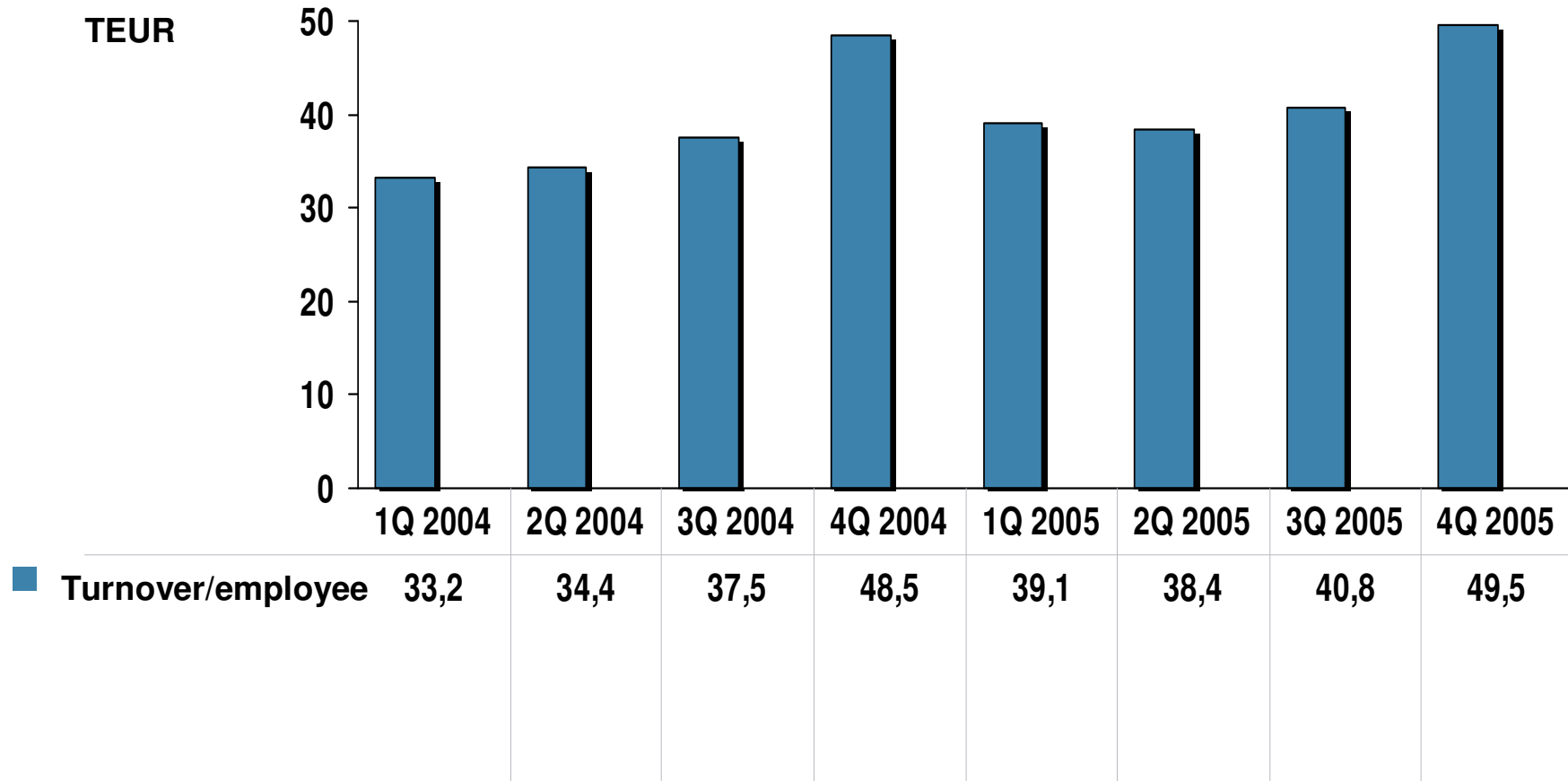
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Turnover / Employee (average at work)



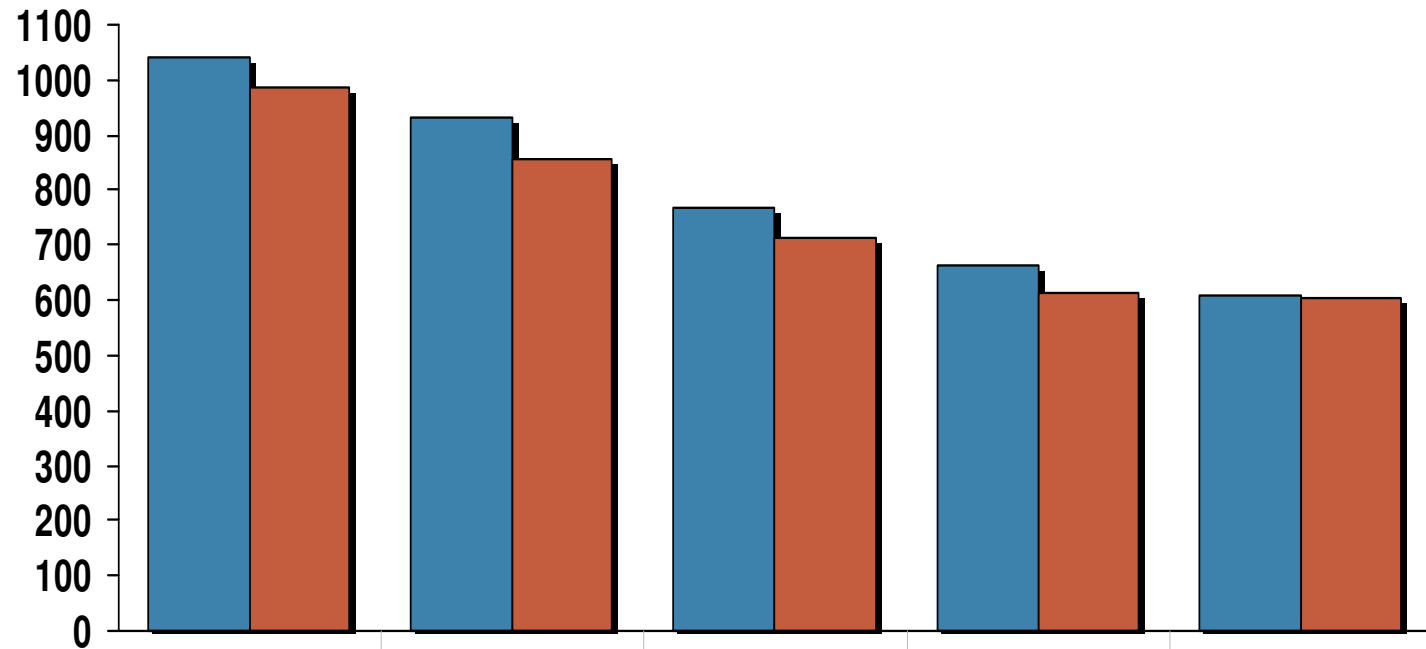
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Quarterly turnover / employee (average at work)



# Martela Group

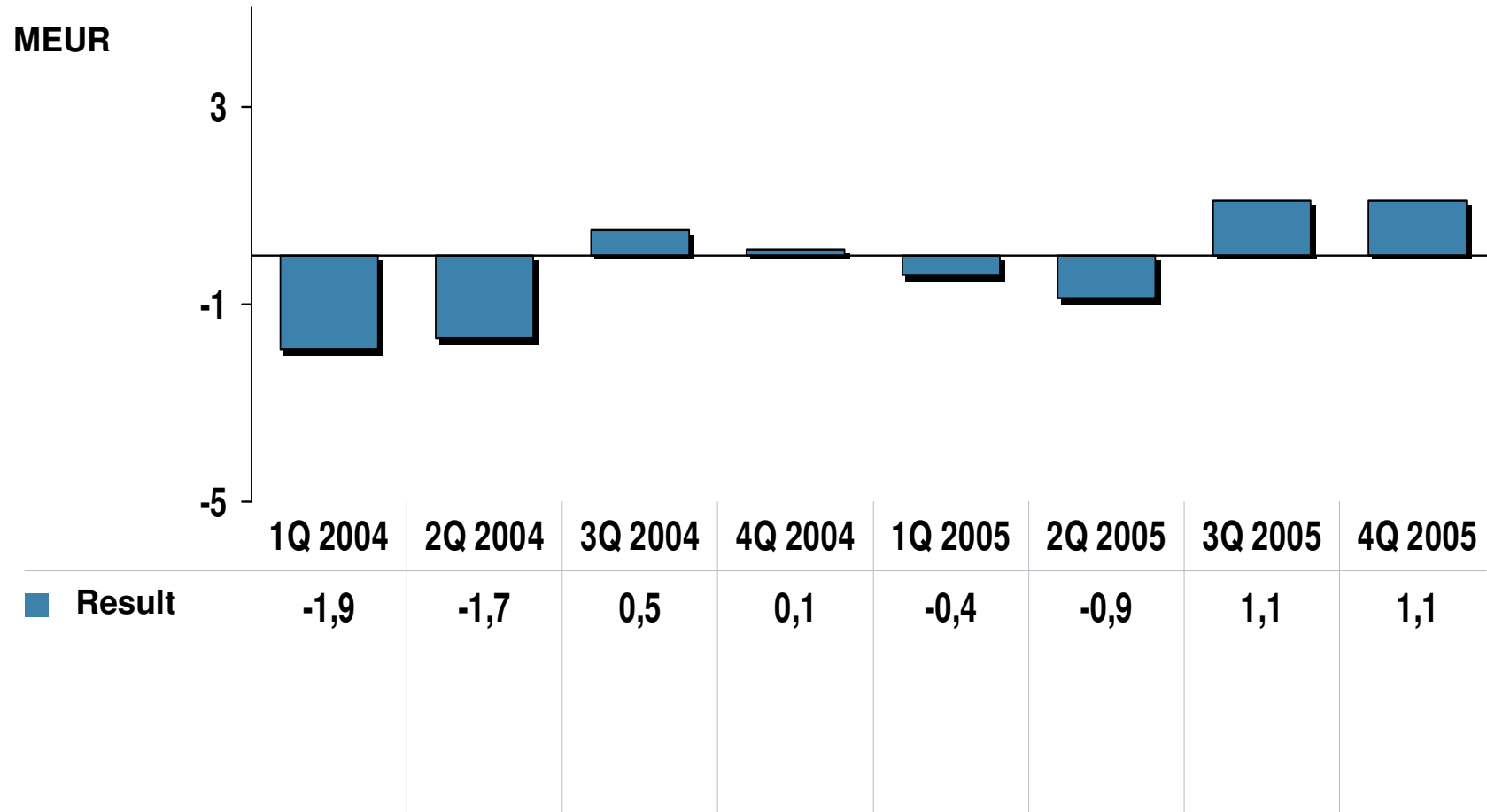
Personnel at work, average and end of period



	2001	2002	2003	2004	2005
Personnel, average	1040	930	767	662	610
Personnel, end of period	987	856	715	613	604

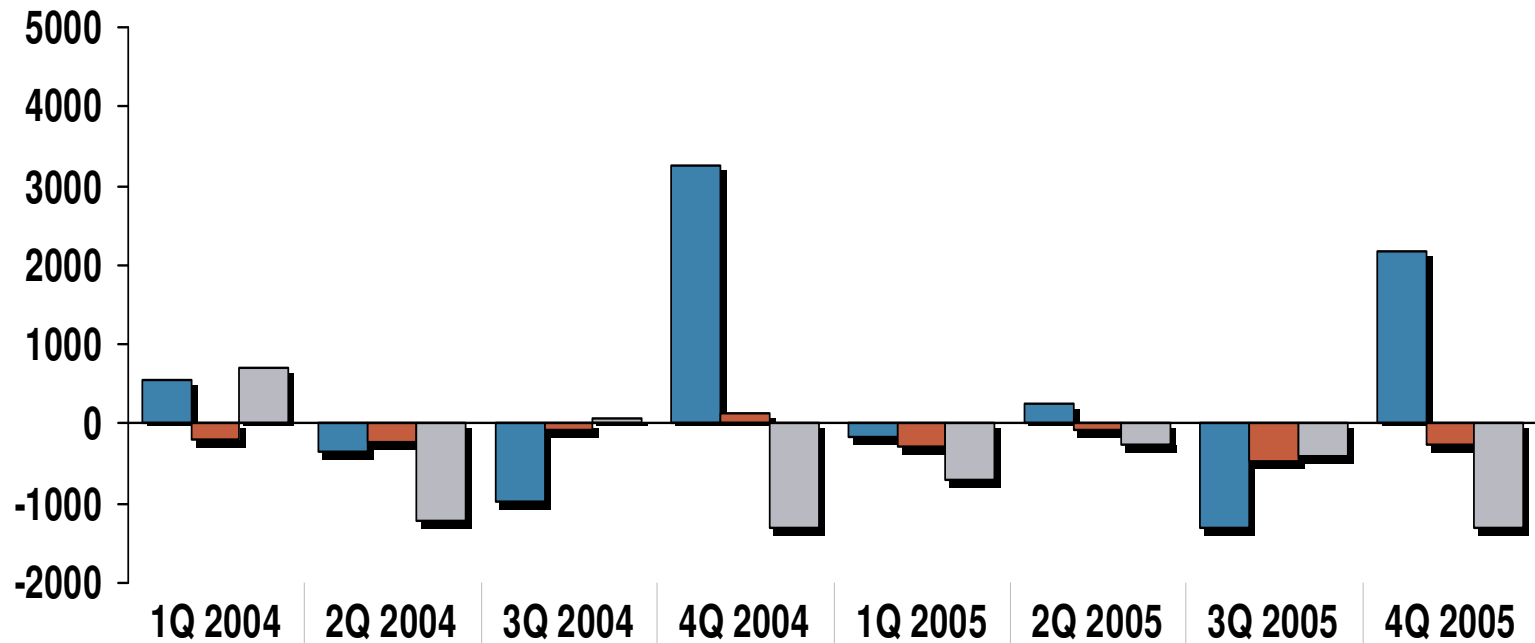
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## Quarterly result before Extraordinary Items





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<span style="color: blue;">■</span> Cashflow from operation	543	-349	-975	3267	-165	240	-1301	2180
<span style="color: orange;">■</span> Cashflow from capital	-191	-213	-71	127	-302	-83	-453	-246
<span style="color: grey;">■</span> Cashflow from financing	705	-1229	82	-1318	-710	-263	-416	-1315

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## GROUP RESULT (EUR 1,000)

	2005 1-3	2005 4-6	2005 7-9	2005 10-12	1\2004- 12\2004
Net sales	23,870	24,057	24,982	29,337	100,747
Operating profit/loss	-0,240	-0,880	1,273	1,364	-1,553
As a percentage of turnover	-1,0 %	-3,7 %	5,1 %	4,6 %	-1,5 %
Profit/loss before taxes	-0,420	-0,922	1,146	1,169	-2,056
Profit for the period	-0,378	-0,884	1,184	-0,034	-2,020

## GROUP INCOME STATEMENT (EUR 1,000)

	2005 1.1. - 31.12.	2004 1.1. - 31.12.	Change%
Net sales	102,246	100,747	1,5 %
Other operating income	0,986	1,652	-40,3 %
Personnel expenses	-24,617	-25,196	-2,3 %
Other operating expenses	-74,343	-74,153	0,3 %
Depreciation	-2,756	-4,603	-40,1 %
Operating profit/loss	1,517	-1,553	-197,7 %
As a percentage of turnover	1,5 %	-1,5 %	
Financial income and expenses	-0,544	-0,503	8,2 %
Profit/loss before taxes	0,973	-2,056	-147,3 %
As a percentage of turnover	1,0 %	-2,0 %	
Income tax	1,084	0,036	2911,1 %
Profit/loss for the period	-0,112	-2,020	-94,5 %
As a percentage of turnover	-0,1 %	-2,0 %	

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## GROUP BALANCE SHEET (EUR 1,000)

	31.12.2005	31.12.2004	Change%
<b>ASSETS</b>			
Non-current assets			
Intangible assets	0,517	0,480	7,7 %
Tangible assets	18,991	20,846	-8,9 %
Investments	0,078	0,113	-31,0 %
Deferred tax assets	1,819	3,035	-40,1 %
Investment property	1,161	0,600	93,5 %
<b>Total</b>	<b>22,566</b>	<b>25,074</b>	<b>-10,0 %</b>
<b>CURRENT ASSETS</b>			
Inventories	10,057	9,956	1,0 %
Receivables	18,512	17,063	8,5 %
Financial assets securities	2,875	3,667	-21,6 %
Cash and cash equivalents	2,088	4,145	-49,6 %
<b>Total</b>	<b>33,532</b>	<b>34,831</b>	<b>-3,7 %</b>
<b>Total assets</b>	<b>56,098</b>	<b>59,905</b>	<b>-6,4 %</b>

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## GROUP BALANCE SHEET (EUR 1,000)

	31.12.2005	31.12.2004	Change%
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
Shareholders' equity			
Share capital	7,000	7,000	0,0 %
Share premium account	1,116	1,116	0,0 %
Other funds	0,117	0,122	-4,1 %
Translation diff.	-0,108	-0,165	-34,5 %
Retained earnings	15,432	16,157	-4,5 %
Treasury shares	-0,721	-0,721	0,0 %
<b>Total</b>	<b>22,836</b>	<b>23,509</b>	<b>-2,9 %</b>
Non-current liabilities			
Interest-bearing debts	15,605	13,407	16,4 %
Deferred tax liability	0,296	0,434	-31,8 %
Other non-current liabilities	0,000	0,000	#DIV/0!
Pension obligations	0,001	0,066	-98,5 %
<b>Total</b>	<b>15,902</b>	<b>13,907</b>	<b>14,3 %</b>
Current liabilities			
Interest-bearing	3,707	7,669	-51,7 %
Non-interest bearing	13,653	14,821	-7,9 %
<b>Total</b>	<b>17,360</b>	<b>22,490</b>	<b>-22,8 %</b>
<b>Total liabilities</b>	<b>33,262</b>	<b>36,397</b>	<b>-8,6 %</b>
<b>Total shareholders' equity and liabilities</b>	<b>56,098</b>	<b>59,905</b>	<b>-6,4 %</b>

# Martela Group

## STATEMENT OF SOURCE AND APPLICATION OF FUNDS (1000 EURO)

	2005 1-3	2005 4-6	2005 7-9	2005 10-12	1\2005- 12\2005
Net cash from operating activities (A)	-0,165	0,240	-1,301	2,181	0,955
Cash flow from investing activities (B)	-0,302	-0,083	-0,453	-0,246	-1,084
Net cash from financial activities (C)	-0,710	-0,263	-0,416	-1,315	-2,704
Net increase in cash and cash equivalents	-1,176	-0,107	-2,170	0,619	-2,834
Cash and equivalents at the beginning peric	7,812	6,649	6,504	4,352	7,812
Cash and equivalents at the end pf period	6,649	6,504	4,352	4,963	4,963

## STATEMENT OF SOURCE AND APPLICATION OF FUNDS (1000 EURO)

	2005 01.01.-31.12.	2004 01.01.-31.12.	Muutos%
Net cash from operating activities (A)	0,955	2,487	-61,6 %
Cash flow from investing activities (B)	-1,084	-0,348	211,5 %
Net cash from financial activities (C)	-2,704	-1,761	53,5 %
Net increase in cash and cash equivalents	-2,834	0,378	-849,7 %
Cash and equivalents at the beginning peric	7,812	7,421	5,3 %
Cash and equivalents at the end pf period	4,963	7,812	-36,5 %

# Martela Group

## SCOPE OF OPERATIONS

	2005 1.1. - 31.12.	2004 1.1. - 31.12.	Change%
Earnings / share, EUR	0,0	-0,5	-94,5 %
Equity / share, EUR	5,6	5,8	-2,9 %
Equity ratio %	40,8	39,3	
Return on equity %	-0,5	-8,1	
Return on investment %	4,3	-2,2	
Interest-bearing net debt, EUR million	14,3	13,3	8,2 %
Gearing ratio	62,8	56,4	
Capital expenditure, EUR million	1,6	0,9	85,1 %
Personnel at the end of period	604	613	-1,5 %
Average personnel	610	662	-7,9 %
Net sales / employee, EUR thousand	167,6	152,2	10,1 %

## CONTINGENT LIABILITIES

	31.12.2005	31.12.2004	Change%
Mortgages and shares pledged	20,560	20,769	-1,0 %
Guarantees	0,112	0,131	-14,5 %
Other commitments	1,169	1,296	-9,8 %
Rental commitments	10,767	12,061	-10,7 %

## SERIES A SHARE

	2005 1.1. - 31.12.	2004 1.1. - 31.12.	Change%
Share price at the end of period, EUR	7,26	6,35	14,3 %
Highest price, EUR	8,99	7,50	19,9 %
Lowest price, EUR	6,08	5,00	21,6 %
Average price, EUR	7,01	5,82	20,4 %