



sagafurs.

Interim Report
1.11.2014 – 31.7.2015

SAGA FURS OYJ

INTERIM REPORT FOR 1 November 2014 to 31 July 2015

Vantaa, 25 September 2015 at 1:00 p.m.

The nine-month result of Saga Furs Oyj improved clearly

- The value of sales for Saga Furs Oyj for the review period 1 May to 31 July 2015 grew by 40 per cent, totalling EUR 219.9 million (MEUR 156.9 in the corresponding period last year), thanks to the rise in the price level of pelts. The value of sales from November to July was EUR 580.3 million (429.2 MEUR).
- The company auctioned a total of 4.1 million pelts in the review period (4.1 million). Between November and July, the company auctioned a total of 9.4 million pelts (8.6 million pelts).
- The price level of mink pelts in EUR increased by 39 per cent and that of fox pelts by 7 per cent from the corresponding period last year.
- Consolidated net turnover rose by 18 per cent year-on-year, amounting to EUR 18.4 million (MEUR 15.6). Net turnover for November to July was EUR 51.3 million (MEUR 41.9).
- Operating expenses grew by 27 per cent, totalling EUR 12.1 million (MEUR 9.6). Operating expenses for November to July totalled EUR 42.4 million (MEUR 41.0).
- Consolidated operating profit for the review period was EUR 6.5 million (MEUR 6.0) and for November to July EUR 9.8 million (MEUR 1.1).
- Consolidated net financial income for the review period was EUR 1.3 million (EUR 620,000) and profit before taxes was EUR 7.7 million (MEUR 6.6). Consolidated net financial income for November to July was EUR 4.6 million (MEUR 2.5) and profit before taxes was EUR 14.3 million (MEUR 3.6).
- Profit after taxes for the review period was EUR 6.3 million (MEUR 5.3) and for November to July EUR 11.4 million (MEUR 2.8).
- Earnings per share amounted to EUR 1.75 (1.47) for the review period and EUR 3.16 (0.77) for November to July.

| Consolidated key figures | 5-7/15 3 mo | 11/14-7/15 9 mo | 5-7/14 3 mo | 11/13-7/14 9 mo | 11/13-10/14 12 mo |
|---------------------------------|----------------|--------------------|----------------|--------------------|----------------------|
| Total sales, MEUR | 219.9 | 580.3 | 156.9 | 429.2 | 505.4 |
| Number of skins sold, 1,000 pcs | 4,061 | 9,420 | 4,111 | 8,570 | 9,797 |
| Net turnover, MEUR | 18.4 | 51.3 | 15.6 | 41.9 | 49.8 |
| Operating profit/loss, MEUR | 6.5 | 9.8 | 6.0 | 1.1 | -1.1 |
| Profit before taxes, MEUR | 7.7 | 14.3 | 6.6 | 3.6 | 2.1 |
| Earnings per share, EUR | 1.75 | 3.16 | 1.47 | 0.77 | 0.41 |
| Return on equity (ROE), % | 6.6% | 12.1% | 6.0% | 3.0% | 1.6% |
| Return on investment (ROI), % | 4.5% | 8.7% | 4.1% | 2.8% | 0.8% |

Accounting principles

This interim report has been prepared in accordance with the IFRS recognition and valuation principles, but not all presentation requirements referred to in IAS 34

Interim Financial Reporting have been complied with.

The accounting principles for this interim report were the same as those for the financial statements dated 31 October 2014, apart from new and amended IFRSs adopted at the beginning of the financial year, as specified in the said financial statements. The adoption of the new and amended standards has had no impact on the figures presented.

The Securities Market Act no longer includes a requirement to present future prospects in interim reports. Future prospects are presented in the annual report in accordance with the Accounting Act. However, the company has decided to continue to present future prospects in its interim reports for the time being. Any changes to this practice will be communicated separately.

The information presented in this interim report is unaudited.

Sales for the period 1 November 2014 to 31 July 2015

Saga Furs Oyj arranged an auction in cooperation with the North American auction houses American Legend and Fur Harvesters Auction Inc. on 3–12 June 2015. The auction was mainly driven by buying from Hong Kong/China, and, thanks to the rise in the price level and the strengthening of the US dollar, the value of sales grew to nearly EUR 220 million (MEUR 157 at the corresponding auction in the previous year). Nearly 800 buyers attended the auction, and a total of 3.3 million mink pelts (3.5 million), 650,000 fox pelts (620,000), 34,000 Karakul lamb pelts (12,000) and 31,000 Finn raccoon pelts (16,000) were sold at the auction.

Between November and July, a total of 7.4 million mink pelts (6.7 million in the corresponding review period previous year), 1.6 million fox pelts (1.4 million), 230,000 Karakul lamb pelts (310,000) and 95,000 Finn raccoon pelts (86,000) were sold. Thanks to the rise in the price level and the increase in the number of pelts, the value of sales increased by 35 per cent, totalling EUR 580 million (MEUR 429).

| Auction | Sales 1,000 pelts 2014/2015 | Value EUR 1,000 2014/2015 | Sales 1,000 pelts 2013/2014 | Value EUR 1,000 2013/2014 |
|-----------------|-----------------------------------|---------------------------------|-----------------------------------|---------------------------------|
| December | 795 | 49,480 | 494 | 33,779 |
| March | 4,540 | 307,985 | 3,959 | 238,071 |
| June | 4,058 | 219,642 | 4,109 | 156,676 |
| Warehouse sales | 27 | 3,172 | 9 | 720 |
| Total | 9,420 | 580,278 | 8,570 | 429,246 |

Financial performance

Consolidated net turnover in the third quarter of the financial year amounted to EUR 18.4 million (MEUR 15.6). Net turnover rose by 18 per cent year-on-year, thanks to the rise in the price level of pelts traded. Net turnover for November to July grew by 23 per cent year-on-year, totalling EUR 51.3 million (MEUR 41.9). Of the net turnover, 66 per

cent was made up of commission fees collected from buyers, 20 per cent from those collected from producers and 11 per cent from sales of pelting services and animals.

Operating expenses increased by 27 per cent during the third quarter compared to the previous corresponding period, amounting to EUR 12.1 million (MEUR 9.6). The increase was due to, among other things, additional facilities required by the higher number of pelts, the rise of insurance premiums, the increase in lobbying fees as well as expenses recorded in relation to the personnel remuneration system. Operating expenses for November to July grew by three per cent, totalling EUR 42.4 million (MEUR 41.0). Operating expenses excluding buyer credit losses increased by 11 per cent in November to July.

Consolidated operating profit for the third quarter was EUR 6.5 million (MEUR 6.0) and for November to July EUR 9.8 million (MEUR 1.1).

Consolidated net financial income for the third quarter doubled from EUR 620,000 to EUR 1.3 million. Net financial income grew due to both the increase in net interest income and the redemption of some of the breeder credit losses recorded in the previous financial year. Net financial income for November to July was EUR 4.6 million (MEUR 2.5).

Profit before taxes for the third quarter was EUR 7.7 million (MEUR 6.6) and profit after taxes was EUR 6.3 million (MEUR 5.3). Return on equity for the third quarter was 6.6 per cent (6.0 per cent), with earnings per share amounting to EUR 1.75 (1.47). Profit before taxes for November to July was EUR 14.3 million (MEUR 3.6) and profit after taxes was EUR 11.4 million (MEUR 2.8). Return on equity for November to July was 12.1 per cent (3.0 per cent), with earnings per share amounting to EUR 3.16 (0.77).

The Group's equity ratio at the end of the review period was 56 per cent (53 per cent on 31 July 2014, 44 per cent on the closing date of 31 October 2014). The Group's liquidity remained at a healthy level throughout the review period. The consolidated balance sheet total was EUR 193.7 million (MEUR 181.1 on 31 July 2014, MEUR 219.0 on 31 October 2014). Equity per share was EUR 27.47 (EUR 25.23 on 31 July 2014, EUR 24.98 on 31 October 2014).

Capital expenditure and development

Consolidated gross capital expenditure for November to July totalled EUR 5.8 million (MEUR 6.9), or 11 per cent (17 per cent) of net turnover. Of the capital expenditure, 47 per cent was spent on the parent company's buildings and structures and 32 per cent on the parent company's equipment. Saga Congress Center's renovated auction and restaurant facilities were taken into use before the March auction.

Shares and share performance

Saga Furs Oyj's share capital totalled EUR 7,200,000 at the end of the review period and the number of shares stood at 3,600,000, of which 900,000 were Series A shares and 2,700,000 Series C shares.

The value of shares traded in November to July totalled EUR 14.3 million and the volume was 570,000 shares, representing 21 per cent of the company's Series C shares. The highest price of the share during the period was EUR 28.98 and the lowest price was

EUR 20.40, with the average price being EUR 25.10. The company's market capitalisation stood at EUR 85.8 million on 31 July 2015.

A list of the company's largest shareholders as of 31 July 2015 is available for viewing on the company's website.

Personnel

The number of permanent Group staff in the review period averaged 162 (157 in the previous corresponding period) and fixed-term employees 273 (250). At the end of the period, the Group employed 191 individuals (176), of which 164 (160) were permanent employees.

There were changes in Saga Furs Oyj's management group: Stefan Saaristo was appointed Business Director responsible for farmer services in Finland, Sweden and Norway (as of 15 October 2015); Julio Suarez Christiansen as Business Director responsible for farmer and trade services in Europe (as of 1 August 2015); and Mikko Hovén as Sales Director (as of 1 November 2015). As of 1 November 2015, the other members of the company's management group are Managing Director Pertti Fallenius, Deputy Managing Director Juha Huttunen, Production Director Sameli Mäkelä, HR Director Marjatta Paunonen and Business Director of Asia Samantha Vesala.

General Meetings

The Annual General Meeting of Saga Furs Oyj held on 22 April 2015 approved the financial statements for the financial year ending on 31 October 2014 and decided to distribute a dividend of EUR 0.70/share, totalling EUR 2,520,000, and to transfer EUR 150,000 to the counter-cyclical budgetary fund. In addition, the Annual General Meeting made a decision to authorise the Board of Directors to decide on an additional dividend of EUR 0.30 per share at the maximum. The authorisation is valid until the beginning of the next Annual General Meeting.

Fur breeders Kenneth Ingman, Lasse Joensuu, Jorma Kauppila, Pentti Lipsanen, Christer Nordmyr, Hannu Sillanpää and Rainer Sjöholm as well as Mirkku Kullberg, Head of Home Department at Vitra AG, were elected to the Board of Directors. Following the AGM, Jorma Kauppila was elected Chair and Kenneth Ingman Deputy Chair of the Board of Directors at the first meeting of the Board. Ernst & Young Oy will continue as the company's auditor.

Seasonal variation

Saga Furs Oyj holds four auctions over the course of the 12-month sales period. The timing and volumes on sale at auctions vary from year to year. Due to this variation, significant differences may also occur from one financial year to the next, since the number of auctions arranged during the comparative period may not be the same. Consequently, fluctuations in the value of sales, net turnover and costs relative to the comparative period may not provide an accurate picture of the development over an entire financial year.

Business risks and uncertainties

The most significant business risks and uncertainties are described in the Board of

Directors' report for the financial year 1 November 2013 to 31 October 2014. Financial risk management is explained in Note 25 to the consolidated financial statements. As a result of Russia's economic difficulties and radically decreased consumer demand, the risk pertaining to receivables from buyers related to pelts purchased for the Russian market has increased.

Significant events after the review period

The final auction held by Saga Furs Oyj during the financial year began on 15 September and ended on 21 September. At this auction, a total of 1.4 million Saga® mink pelts and 723,000 Saga® fox and Finn raccoon pelts were offered. The slowing down of China's economic growth and the sharp decline of stock exchange prices have generated uncertainty in the fur trade, too. Consequently, the Chinese only made selective purchases at the auction. Due to Russia's economic and political uncertainty, the volume of purchases to the Russian market was even lower than before. A total of 400 buyers from all market areas attended the auction. 77 per cent of mink pelts and 68 per cent of fox and Finn raccoon pelts were sold at the auction. The total value of sales came to EUR 56 million (EUR 76 million in September 2014).

The value of sales at the four auctions arranged during the financial year was EUR 636 million. During the entire financial year, the company has sold 8.6 million mink pelts, 2.1 million fox pelts and 130,000 Finn raccoon pelts.

Prospects for the rest of the financial year

Operating expenses for the financial year are estimated to increase clearly from the previous financial year. The pelts sold at the March and June auctions were delivered at quite a rapid speed. Fur producers have used the advance financing offered by the Group less actively during the summer and early autumn than in the previous year. However, consolidated net financial income as a whole is expected to be higher than the previous financial year. Due to the September sales results, the result of the last quarter of the financial year is estimated to show more loss than the result of the corresponding period in the previous financial year. Nevertheless, the consolidated profit for the financial year is expected to increase and be considerably higher than that of the previous financial year.

Consolidated statement of financial position, IFRS

EUR 1.000

| ASSETS | 31 July 2015 | 31 July 2014 | 31 Oct 2014 |
|---|-----------------------|-----------------------|-----------------------|
| Non-current assets | | | |
| Property, plant and equipment | 39 941 | 32 561 | 37 463 |
| Intangible assets | 4 179 | 4 271 | 4 314 |
| Available-for-sale investments | 838 | 676 | 684 |
| Long-term receivables from fur breeders | 2 950 | 3 911 | 4 405 |
| Non-current assets, total | <u>47 908</u> | <u>41 419</u> | <u>46 866</u> |
| Current assets | | | |
| Inventories | 2 911 | 2 385 | 2 547 |
| Interest-bearing receivables from buyers | 53 495 | 16 858 | 58 256 |
| Interest-bearing receivables from fur breeders | 33 286 | 41 587 | 85 371 |
| Non-interest-bearing receivables | 49 512 | 72 135 | 21 930 |
| Tax assets based on taxable income for the period | 1 046 | 990 | 0 |
| Cash and cash equivalents | 5 565 | 5 713 | 4 059 |
| Current assets, total | <u>145 815</u> | <u>139 668</u> | <u>172 162</u> |
| Total assets | <u><u>193 723</u></u> | <u><u>181 087</u></u> | <u><u>219 028</u></u> |
| SHAREHOLDERS' EQUITY AND LIABILITIES | | | |
| Equity attributable to parent company's shareholders | | | |
| Share capital | 7 200 | 7 200 | 7 200 |
| Share premium account | 254 | 254 | 254 |
| Other funds | 19 740 | 19 590 | 19 590 |
| Translation difference | 54 | 57 | 60 |
| Fair value reserve | 378 | 243 | 262 |
| Retained earnings | 71 283 | 63 501 | 62 565 |
| Shareholders' equity, total | <u>98 910</u> | <u>90 846</u> | <u>89 931</u> |
| Provisions for liabilities and charges | 0 | 0 | 266 |
| Non-current liabilities | | | |
| Deferred tax liabilities | 2 192 | 2 643 | 2 168 |
| Current liabilities | | | |
| Interest-bearing liabilities | 61 630 | 60 525 | 99 367 |
| Trade and other payables | 30 855 | 26 341 | 26 751 |
| Deferred taxes based on the taxable income | 137 | 733 | 546 |
| Current liabilities, total | <u>92 622</u> | <u>87 598</u> | <u>126 664</u> |
| Total liabilities | <u>94 813</u> | <u>90 241</u> | <u>128 832</u> |
| Total shareholders' equity and liabilities | <u><u>193 723</u></u> | <u><u>181 087</u></u> | <u><u>219 028</u></u> |

Consolidated statement of comprehensive income

| EUR 1.000 | 1 May 2015- 31 Jul 2015 3 mo | 1 Nov 2014- 31 Jul 2015 9 mo | 1 May 2014- 31 Jul 2014 3 mo | 1 Nov 2013- 31 Jul 2014 9 mo | 1 Nov 2013- 31 Oct 2014 12 mo |
|---|--|--|------------------------------------|------------------------------------|-------------------------------------|
| Continuous operations | | | | | |
| Net turnover | 18 434 | 51 327 | 15 563 | 41 856 | 49 783 |
| Other operating income | 171 | 797 | 15 | 261 | 416 |
| Materials and supplies | -598 | -3 115 | -609 | -3 507 | -4 525 |
| Employee benefits | -4 611 | -17 496 | -3 703 | -15 766 | -19 239 |
| Depreciation and impairment loss | -1 151 | -3 368 | -980 | -2 827 | -3 893 |
| Other operating expenses | -5 781 | -18 383 | -4 292 | -18 933 | -23 596 |
| Operating profit/loss | 6 463 | 9 761 | 5 994 | 1 085 | -1 054 |
| Financial income | 1 756 | 5 771 | 1 077 | 3 366 | 4 821 |
| Financial expenses | -500 | -1 202 | -461 | -882 | -1 682 |
| Profit/loss before tax | 7 719 | 14 331 | 6 610 | 3 568 | 2 085 |
| Income tax | -1 403 | -2 940 | -1 335 | -794 | -612 |
| Net profit/loss for the reporting period | 6 316 | 11 391 | 5 275 | 2 774 | 1 473 |
| Other comprehensive income | | | | | |
| Other comprehensive income to be reclassified to profit or loss in subsequent periods | | | | | |
| Available-for-sale investments | 56 | 146 | -2 | 50 | 70 |
| Translation differences | -1 | -9 | 2 | 0 | 5 |
| Income tax effect | -11 | -29 | 0 | -10 | -12 |
| Net other comprehensive income to be reclassified to profit or loss in subsequent periods | 44 | 107 | 0 | 40 | 64 |
| Total comprehensive income/expense | 6 360 | 11 499 | 5 275 | 2 815 | 1 536 |
| Earnings per share, EUR, basic (EUR) *) | 1,75 | 3,16 | 1,47 | 0,77 | 0,41 |

*) There are no factors diluting the key performance indicator

Consolidated statement of cash flows

| EUR 1.000 | 1.11.2014- 31.7.2015 9 mo | 1.11.2013- 31.7.2014 9 mo | 1.11.2013- 31.10.2014 12 mo |
|--|--|---------------------------------|-----------------------------------|
| <i>Cash flow from operating activities</i> | | | |
| Payments received for selling on commission | 557 247 | 389 174 | 487 583 |
| Cash received from other operating income | 238 | 231 | 337 |
| Cash paid for other operating expenses | -504 114 | -404 524 | -545 324 |
| Cash flow from operating activities before financial items and taxes | 53 371 | -15 119 | -57 404 |
| Interests, paid | -725 | -443 | -731 |
| Other financial expenses | -387 | -338 | -970 |
| Interest, received | 4 730 | 3 750 | 4 535 |
| Other financial income | 637 | 151 | 285 |
| Dividend income | 22 | 21 | 21 |
| Direct taxes paid | -4 293 | -2 676 | -1 890 |
| Net cash flow from operating activities (A) | 53 355 | -14 653 | -56 154 |
| <i>Cash flow from investment activities</i> | | | |
| Investments in tangible and intangible assets | -5 779 | -6 834 | -12 859 |
| Proceeds from sale of tangible and intangible assets | 120 | 54 | 88 |
| Investments in other assets | -8 | -88 | -87 |
| Net cash flow from investments activities (B) | -5 667 | -6 868 | -12 858 |
| <i>Cash flow from financing activities</i> | | | |
| Proceeds from short-term borrowings | 0 | 9 413 | 55 250 |
| Re-payments of short-term borrowings | -43 703 | 0 | 0 |
| Dividends paid | -2 480 | -7 251 | -7 250 |
| Net cash flow from financing activities (C) | -46 183 | 2 162 | 48 000 |
| Change in cash flows (A+B+C) increase (+) / decrease (-) | 1 506 | -19 358 | -21 012 |
| Cash and cash equivalents, 31 Jul / 31 Oct | 5 565 | 5 713 | 4 059 |
| ./. Cash and cash equivalents, 1 Nov | 4 059 | 25 071 | 25 071 |
| Net change in cash and cash equivalents | 1 506 | -19 358 | -21 012 |

Consolidated statement of changes in shareholders' equity 1.11.2013-31.7.2014

| | Share capital | Share premium account | Other funds | Translation difference | Fair value reserve | Retained earnings | Before minority interests | Minority interests | Total |
|---|---------------|-----------------------|-------------|------------------------|--------------------|-------------------|---------------------------|--------------------|---------------|
| Shareholders' equity, 1 Nov 2013 | 7 200 | 254 | 17 370 | 57 | 204 | 70 327 | 95 411 | 0 | 95 411 |
| Result for the reporting period | | | | | | 2 774 | 2 774 | | 2 774 |
| Other comprehensive income/expense | | | | 1 | 40 | -1 | 40 | | 40 |
| Dividend | | | | | | -7 380 | -7 380 | | -7 380 |
| Transfer to counter-cyclical budgetary fund | | | 2 220 | | | -2 220 | 0 | | 0 |
| Shareholders' equity, 31 Jul 2014 | 7 200 | 254 | 19 590 | 57 | 243 | 63 501 | 90 846 | 0 | 90 846 |

Consolidated statement of changes in shareholders' equity 1.11.2014-31.7.2015

| | | | | | | | | | |
|---|-------|-----|--------|----|-----|--------|---------------|---|---------------|
| Shareholders' equity, 1 Nov 2014 | 7 200 | 254 | 19 590 | 60 | 262 | 62 565 | 89 931 | 0 | 89 931 |
| Result for the reporting period | | | | | | 11 391 | 11 391 | | 11 391 |
| Other comprehensive income/expense | | | | -6 | 117 | -4 | 107 | | 107 |
| Dividend | | | | | | -2 520 | -2 520 | | -2 520 |
| Transfer to counter-cyclical budgetary fund | | | 150 | | | -150 | 0 | | 0 |
| Shareholders' equity, 31 Jul 2015 | 7 200 | 254 | 19 740 | 54 | 378 | 71 283 | 98 910 | 0 | 98 910 |

Key performance indicators

| | 2014/2015 | 2013/2014 | 2013/2014 |
|--------------------------------------|------------------|-----------|-----------|
| | 9 mo | 9 mo | 12 mo |
| Total sales, EUR 1,000 | 580 278 | 429 246 | 505 418 |
| Net turnover, EUR 1,000 | 51 327 | 41 856 | 49 783 |
| Operating profit/loss, EUR 1,000 | 9 761 | 1 085 | -1 054 |
| % of net turnover | 19,0% | 2,6 % | -2,1 % |
| Profit before taxes, EUR 1,000 | 14 331 | 3 568 | 2 085 |
| % of net turnover | 27,9 % | 8,5 % | 4,2 % |
| Earnings per share, EUR | 3,16 | 0,77 | 0,41 |
| Equity per share, EUR | 27,47 | 25,23 | 24,98 |
| Return on equity (ROE)-% | 12,1 % | 3,0 % | 1,6 % |
| Return on investment (ROI)-% | 8,7 % | 3,0 % | 0,8 % |
| Equity-to-assets ratio, % | 55,9 % | 52,7 % | 43,5 % |
| Gearing | 0,57 | 0,60 | 1,06 |
| Gross capital expenditure, EUR 1,000 | 5 787 | 6 922 | 12 946 |
| % of net turnover | 11,3 % | 16,5 % | 26,0 % |
| Average number of personnel | 435 | 407 | 353 |

Principles for calculating key performance indicators:

| | |
|------------------------------|---|
| Return on equity (ROE)-% | = Profit/Loss for the financial period x 100 / shareholders' equity *) |
| Return on investment (ROI)-% | = (Profit/Loss before taxes + interests and other financial costs - credit losses) x 100 / (balance sheet total - non-interest-bearing short-term liabilities) *) |
| Equity-to-assets ratio, % | = Shareholders' equity x 100 / (balance sheet total - advances received) |
| Gearing | = (Interest-bearing borrowed capital - cash and securities and financial securities) / shareholders' equity |
| Earnings per share, EUR | = Profit/Loss for the financial period / adjusted average number of shares |
| Equity per share, EUR | = Shareholders' equity / adjusted number of shares on the balance sheet date |

*) The divisor applied to the key performance indicators is calculated as the average of the numbers in the balance sheet of the financial period and of the previous financial period.

Commitments and contingencies

EUR 1.000 31 Jul 2015 31 Jul 2014 31 Oct 2014

Mortgages given and receivables pledged in security for dept

| | | | |
|-----------------------------------|---------------|--------|--------|
| Loans from financial institutions | 20 131 | 17 002 | 63 021 |
| Mortgages on property | 54 071 | 54 071 | 54 071 |
| Mortgages on company assets | 2 691 | 2 691 | 2 691 |
| Pledges given | 791 | 791 | 791 |

Derivative contracts

| | | | |
|-----------------------------|---------------|--------|--------|
| Forward exchange agreements | 53 798 | 38 119 | 29 268 |
|-----------------------------|---------------|--------|--------|

Property investments

The group is obliged to check the VAT deductions made on real estate investments if taxable use of the real estate decreases during the inspection period. The maximum amount of liability is EUR 838.000 and the last year of inspection is 2023.

Related Party Transactions

EUR 1.000 2014/2015 2013/2014 2013/2014
9 mo 9 mo 12 mo

Transactions with related parties:

| | | | |
|----------------------------------|---------------|--------|--------|
| <i>Net turnover</i> | | | |
| - other related party | 448 | 298 | 317 |
| <i>Other operating income</i> | | | |
| - parent company | 36 | 24 | 32 |
| <i>Other operating expenses</i> | | | |
| - parent company | -13 | -14 | -13 |
| <i>Financial income</i> | | | |
| - other related party | 41 | 35 | 40 |
| <i>Financial expenses</i> | | | |
| - parent company | -5 | -5 | -29 |
| - other related party | -4 | -10 | -13 |
| <i>Related party receivables</i> | | | |
| - other related party | 375 | 717 | 988 |
| <i>Related party liabilities</i> | | | |
| - parent company | -3 418 | -3 921 | -4 222 |
| - other related party | -1 965 | -1 714 | -1 633 |

| | 2014/2015 | 2013/2014 | 2013/2014 |
|---|------------------|-----------|-----------|
| Management compensation | 9 mo | 9 mo | 12 mo |
| Remuneration and other short-term employee benefits | 1 059 | 1 009 | 1 316 |

Management consists of the Board of Directors, the Managing Director, the Managing Director's Deputy and the rest of the groups Management Group.

Vantaa, 25 September 2015

Board of Directors