Annual Report 1997

Tradeka Corporation

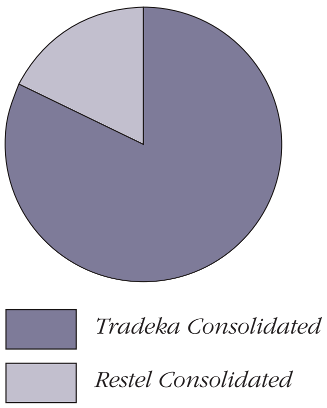
Contents

Tradeka Corporation In Brief

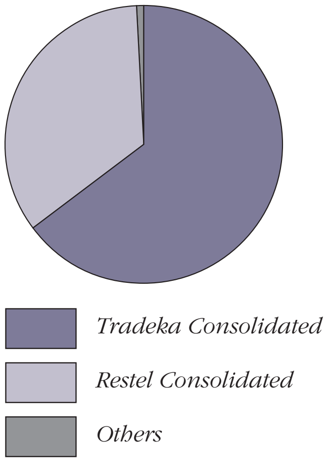
	1996	1997	96/97
Net Turnover (FIM million)	5 770	6 053	+ 4.9%
Income* (FIM million)	335	421	+ 86
Balance Sheet Total			
(FIM million)	3 105	3 006	– 99
Personnel, average	4 842	4 818	– 24
Outlets			
– *Stores*	554	546	– 8
– *Hotels*	33	34	+ 1
– *Restaurants*	256	244	– 12

* profit before extraordinary items, appropriations and taxes

Distribution of Turnover



Distribution of Personnel



President's Review

We at the Tradeka Corporation have reached a profit level that allows us to devote more attention to business development than previously. Last year the operating profit for all divisions and chains surpassed the targets and the levels of the previous year. The business restructuring program is an average of two years ahead of schedule.

Corporation income totalled FIM 421 million before extraordinary items, appropriations and taxes, an increase of FIM 86 million over the previous year. The profit included FIM 141 million in sales profits and other extraordinary income. Profit from actual business operations remained almost unchanged despite the fact that more money was spent on development than in previous years. Profits were made evenly by all our operations: retail trade, hotels and restaurants, and real estate operations.

As part of the domestic market, Tradeka participated in the positive development of the Finnish economy. Growth in demand in the retail trade and the hotel business, along with the recovery of the real estate market, ensured that business targets were fulfilled. The personnel of Tradeka and Restel deserve to be commended for their tireless work in helping achieve the company goals.

Over the course of the year, there were no major structural changes in the Corporation. Restel Consolidated strengthened its position on the hotel market by entering into co-operation with the international chain Ramada and acquiring new hotels. Tradeka Consolidated concentrated on work methods in its retail operations by developing its data systems. The sales by the real estate unit had better results than planned.

We are 1.5–2.5 years ahead of schedule on all the restructuring program goals as measured by operating profit, cash flow, and investment. Here we can also be satisfied that we have provided ourselves with a buffer in case the Finnish economy should weaken.

The Tradeka Corporation's cash in hand and at banks increased over the previous year by FIM 85 million. Liabilities dropped by FIM 488 million and the shareholders' equity increased over the previous financial period by FIM 403 million. At the end of the year, the last instalment of the so-called short-term partitioning debt was paid in keeping with the restructuring program, leaving the Cooperative with the largest collateral creditors in the program. Together with these creditors, Tradeka explored ways to solve the adverse situation of the Financial Services Office and ensure equal treatment for the creditors.

To this end, an application to change the restructuring program was submitted to the Helsinki District Court in April 1998.

Economic conditions for the coming years are favourable. The national economy is pushing to unusually high levels, even though it will not equal the peak experienced in 1987, before the recession. In retail trade, the anticipated long-term drop in prices will place greater demands on the circulation of working capital than previously. In the hotel branch in the coming years, especially in Helsinki, there will be a noticeable over-capacity developing, which is likely to affect all the companies in the business.

In the Tradeka Corporation, we will be concentrating in the coming years on completing our data systems investments, personnel training and retail network development. In view of the increasing investments in business development, the objectives that have been set for 1998 are challenging, but attainable. I would like to extend my warmest thanks to all the personnel for their great contribution, to the suppliers for their reliability, and also to everyone else for their good cooperation. With a very successful year behind us, we can once again confidently face the coming challenges.

Helsinki, 22 April 1998

Antti Remes

Tradeka Consolidated

President Aarno Mäntynen

Net turnover at Tradeka Consolidated totalled FIM 5,015 million, an increase of 4.3% over the previous year. The result before extraordinary items, appropriations and taxes was FIM 155 million; it had been FIM 131 million the year before. The market share held by Tradeka's domestic chains increased to 9.9% from 9.6% the previous year.

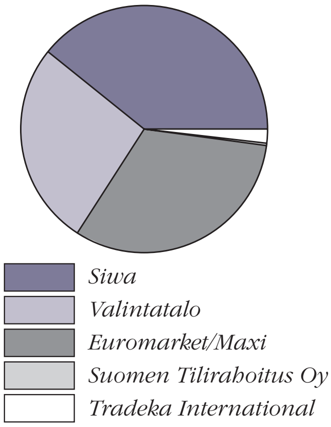
Tradeka Consolidated is made up of Tradeka Oy, ZAO Tradeka in Moscow, ZAO Renlund SPb, 15 real-estate subsidiaries, and 41 real-estate associated companies. In addition, Tradeka Oy owns 50% of Ketjuetu Oy T & E, the company that manages the chain stores and their purchasing. During the year, Tradeka Consolidated sold all its share capital in A/S Renlund Tallinn, as well as its shares in Suomen Tilirahoitus Oy.

Tradeka's increasing profits and market share are the result of developmental work that has been going on since 1991. In 1997, all the chain-store marketing was revamped. Data systems development continued, and the chains also emphasised the revision of the outlet network. The positive business trend was supported by the growing popularity of the YkkösBonus loyal customer scheme, and by the efficient purchasing and logistics services of Inex Partners Oy.

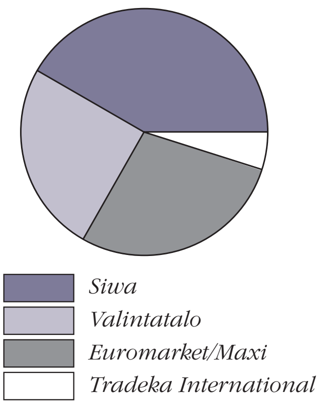
Once again, the main emphasis in investment was on data systems: cash register equipment was updated in 150 stores, and the necessary support systems for product-related data management were introduced in all the chains. Organisational training focused on teaching new work methods, to be adopted gradually as the data systems are completed. The total system for product and space management, pricing, and automatic ordering is scheduled to be up and running in 1999.

Despite the developmental expenditures, the result for the year was ensured by careful management of prices and sales income. It was decided to extend the incentive pay system to all store personnel. During the year an extensive environmental program was also prepared, and approved by the Corporation's Supervisory Board in March of 1988.

Distribution of Turnover for Tradeka Consolidated



Distribution of Personnel for Tradeka Consolidated



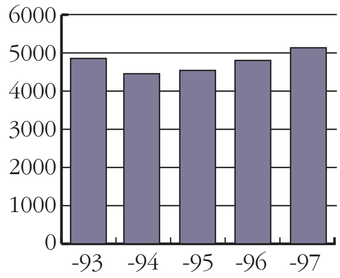
Siwa Celebrates Ten Years in Business

The net turnover of the Siwa chain was FIM 1,965 million, an increase of 4.5% over the previous year. The comparable net sales growth was 5.4%.

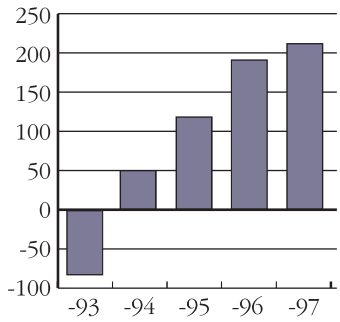
Over the course of the year, four new stores were opened, three outlets were expanded, four units were moved to new locations, and various improvements were carried out at 145 stores. Ten stores were closed. At the end of the year, Siwa had a total of 415 outlets, six less than the previous year.

Last year was Siwa's tenth year in business as a nation-wide chain. The celebratory year was marked by an expanded selection and greater variation between individual stores, made possible by the developments in the system. The greater selection strengthens Siwa's position as a flexible, convenient, local store. New marketing has also strengthened the neighbourhood-store image, using the advertising slogan "Have you got your own Siwa?"

Turnover for Tradeka Consolidated FIM million

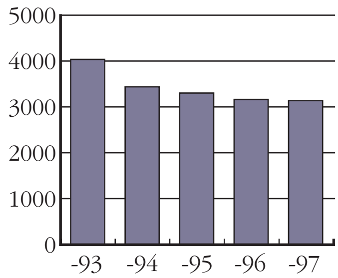


Income* for Tradeka Consolidated FIM million



** Operating profit*

Number of Employees in Tradeka Consolidated



Valintatalo Increases Store Sizes

The net turnover of the Valintatalo chain increased by 1.5% from the previous year, to FIM 1,337 million. Comparable net sales growth was 6.2%.

Investments were made to expand seven Valintatalo locations. A total of 2,000 m^2 was added to the stores in Karhula and Kittilä; the Paavola store in Hyvinkää; the Karihaara store in Kemi; the Gammelbacka store in Porvoo; and the Ollinsaari store in Raahe. A completely new Valintatalo was opened in the Peltolammi area of Tampere, and the store in the Pyykösjärvi area of Oulu, which had been destroyed in a fire, was rebuilt. Six stores were thoroughly reorganised, and the stores in Pietarsaari, Ruovesi and the Laune area of Lahti were closed. At the end of the year, Tradeka had 105 Valintatalo outlets, one less than the previous year.

The selection at individual stores was honed to better meet local demand, while still maintaining the focus on the chain concept. Valintatalo adopted a quality system that has been incorporated into the internal assessment system. The new marketing strategy was based on the theme "Time Together."

Euromarket ahead of Market Growth

The net turnover of the Euromarket/Maxi chain was FIM 1,600 million, an increase of 7.2% over the previous year. The comparable rate of growth was 8.7%. The chain's progress was better than the average for the rest of the industry. The conversion of EKA markets into Euromarkets proceeded as planned. Renovated, expanded Euromarkets were opened in Hyvinkää and Uusikaupunki in May. The Euromarket in Pori was improved and expanded in November. The number of outlets remained the same; at the end of the year, Tradeka owned 17 Euromarkets, three EKA markets, and one Maxi department store.

The theme for development in the chain was "A satisfied customer means a profit." The focus was on the daily upkeep of the stores and the quality of the service. A number of projects were set in motion in connection with the theme and will continue into 1998. All the cash register systems were updated over the year.

The conversion of EKA markets into Euromarkets will reach its conclusion in 1998. Construction was begun in March on a new Euro-market in the Palokka area of Jyväskylä, which will open at the end of this year.

Tradeka International Focuses on Russia

The net turnover for Tradeka International was FIM 93 million, a decrease of 1.4% from the previous year. The decrease could be mainly attributed to the closing of the Renlund store in Tallinn.

The Russian subsidiary operates one Super Siwa supermarket, one Siwa daily goods store and two Renlund hardware stores in St. Petersburg, as well as one Super Siwa supermarket in Moscow. Operations in Russia are concentrated on ensuring the competitiveness of the existing network of stores. Following the local markets and adjusting prices accordingly has been the focus. Tradeka aims to establish new outlets on the Russian market. Expanding several stores into a chain will require finding partners for the project, and preliminary studies were made during the year in this regard.

1998 — The Year of Customer Service

Development of data systems in retail trade is central to the current year. Up till now, we have used only individual parts of the system, but this year we will phase in the advantages of the entire system.

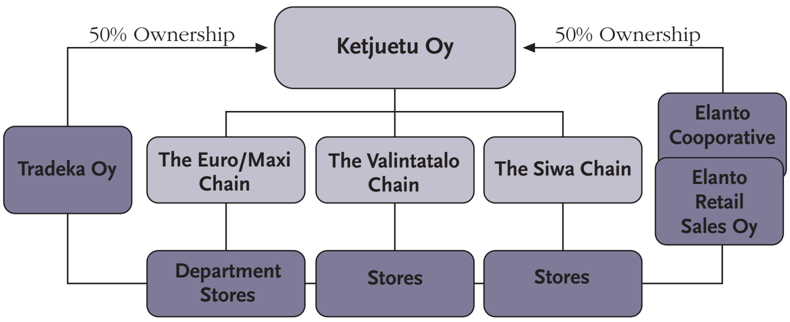
Completion of the new equipment, as well as the corresponding personnel training, will provide the basis for furthering our demand-based operating concept. In addition, all employees will be taking part this year in a customer-service training program entitled "A Smile Makes a Difference." Another focus will be developing the network of outlets with the aim of increasing store sizes and starting new outlets.

Retail trade sales are predicted to increase by 3.5% this year. Tradeka's goal is to at least match the growth of the industry, leading to a corresponding growth in operating profit. Other income from business activity can not be expected to correspond to the levels of earlier years, but already the profits from actual business operations make it possible to concentrate more than previously on developing operations.

Store Outlets
31 December 1997

Siwa	415	– 6
Valintatalo	105	– 1
Euromarket/Maxi	21	–
International	5	–1
Total	**546**	**– 8**

Organisation of the Retail Trade



Restel Consolidated

PRESIDENT RALF SANDSTRÖM

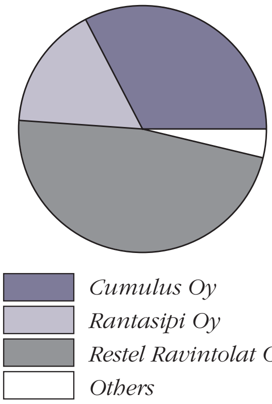
Net turnover for Restel Consolidated was FIM 1,037 million, an 8.0% increase over the previous year. Profit before extraordinary items, appropriations and taxes was FIM 83 million, FIM 15 million more than the previous year. Restel strengthened its position on the market by purchasing hotels and entering into co-operation with the international chain Ramada.

The hotel and restaurant branch developed favourably over the course of the year. Sales volumes grew by 5%, although there were geographical variations. Sales in restaurants licensed to sell alcohol increased by 7%, of which 2.5% was due to price increases. Because of an increase in restaurant capacity, the ratio of sales to seating capacity remained the same as the previous year, 40% less than the peak year of 1990.

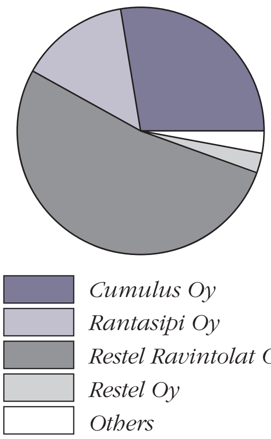
Sales of hotel accommodation increased by 11%, caused by a rise in prices as well as growth in volume. There was no significant change in hotel capacity, but the occupancy rate jumped to 48% from the previous year's 46%.

Restel continued to hone its customer-oriented, cost-effective operating methods. In addition to the increase in net turnover, Restel's profits were improved by strict cost control and the relative rise of sales income. The financial state of the company remained good all year. FIM 54 million of investments were made, mainly focused on concept changes and maintaining the network.

Distribution of Turnover for Restel Consolidated



Distribution of Personnel for Restel Consolidated



Hotels

Restel Hotels' net turnover totalled FIM 513 million, 11.1% more than the previous year. FIM 338 million of the net turnover was generated by Cumulus hotels and FIM 169 million by Rantasipi hotels. Hotel accommodation net sales increased by 18.2%. Profit in all the hotel companies, Cumulus Oy, Rantasipi Oy and Juhlakokit Oy, was positive and exceeded the previous year's level significantly.

In the autumn of 1997, Restel bought the hotel operations of the Pinja Hotel in Tampere and the Holiday Inn Garden Court Hotel in Vantaa. Additionally, in December negotiations were made regarding the Eden Spa Hotel in Nokia, which came into Restel's ownership in the beginning of 1998.

Ramada became the first international hotel chain in Finland when the Cumulus Hotels in Vantaa and Turku, as well as the Rantasipi Hotels in Tampere and Oulu, were made into Ramadas. The Martina Hotel in Imatra was renovated and made into a Cumulus hotel. Rooms and meeting facilities were renovated at six hotels.

At the end of the year, there were 34 hotels with a total of 59 restaurants. The Restel hotel chains also have business management contracts with four Elanto hotels in Helsinki and the Pohjanhovi Hotel in Rovaniemi.

Restaurants

Net turnover for Restel's restaurant companies, Restel Restaurants Oy and Restel Restaurants Helsinki Oy, was FIM 513 million, 5.1% more than the previous year. Profits for the companies were favourable and significantly better than the previous year.

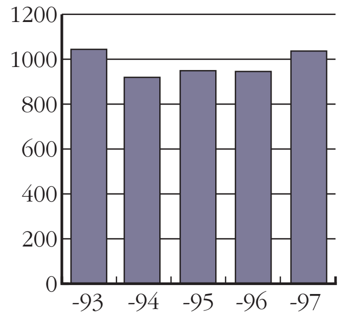
In the spring of 1997, Restel began restaurant operations at the Hartwall Arena in Helsinki, and a new Martina restaurant opened in Rovaniemi in the summer. Twelve restaurant operations were sold or closed over the course of the year. Ten restaurants were thoroughly remodelled. The total number of restaurants at the end of the year was 185.

Outlook for 1998

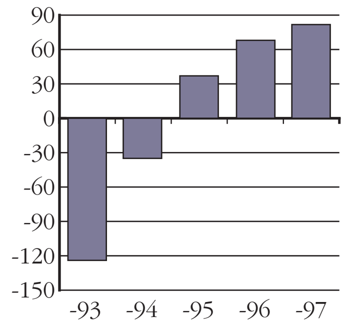
The hotel and restaurant branch is expected to expand along with the positive development of the Finnish economy. Nevertheless, the continuing expansion of the capacity of restaurants licensed to sell alcohol will mean that the ratio of sales to seating capacity will decrease.

The acquisition of the Eden Spa Hotel in Nokia marked the Restel's expansion into the spa hotel branch. Since the beginning of the year, the Eden operation has been run as a wholly-owned Restel subsidiary, Middle Beers Oy, and it forms part of the Rantasipi chain. The number of Restel's own hotels increased to 35 and the number of hotels belonging to its chains increased to 40. Restel Consolidated's profit for the beginning of the year has not deviated from the plan.

Turnover for Restel Consolidated
FIM million

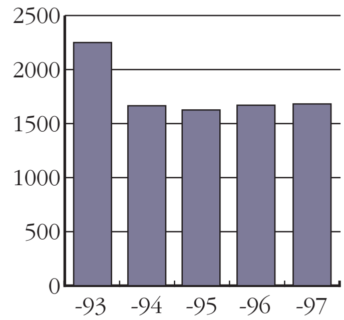


Income* for Restel Consolidated
FIM million



** Profit before extraordinary items, appropriations and taxes*

Number of Employees
in Restel Consolidated



Eka Real Estate Development

President Heikki Venho

Eka Real Estate Development performed 78 transactions involving the sale of real estate property and shares, amounting to FIM 280 million, which is better than the target level in the restructuring program. Net turnover, though mainly made up of rental income, was FIM 121 million (-1.0%), nearly as much as the previous year, in spite of the transactions that were carried out.

The recovery of the economy boosted the real estate market in general, with large real estate deals taking place in Helsinki, especially. In the rest of Finland, also, there were people buying real estate for their own use, as well as private real-estate investors. Nationally, the market situation varied considerably. The office space occupancy rate also increased, especially in southern Finland.

The real estate branch underwent significant structural changes that, on one hand, paved the way for securitisation in the real estate business and, on the other hand, involved the consolidation of the state-controlled real estate investment companies. The state-subsidised housing sector was becoming more concentrated; Eka Real Estate Development also sold a large part of its state-subsidised housing to the VVO Consortium.

The incorporation of Eka Real Estate Development according to the restructuring program is still underway, and the real estate operations are legally a part of the parent Cooperative. Eka Real Estate Development profits are, however, calculated as an independent profit unit. In the Cooperative's financial statement the real estate unit's turnover includes the other income from business activity.

Eka Real Estate Development's operating profit, not including sales of fixed assets, was FIM 65 million, which exceeded targets and was FIM 1 million more than the previous year's figure. A good financial situation was maintained all year. FIM 24 million, approximately 2% of the value of fixed assets, was used for investments. Significant investments were the Lintulahti office and parking facilities in Helsinki and the city-centre real-estate expansion for Euromarket in Hyvinkää. A number of business real-estate operational development projects continued as in previous years.

Because of the transactions made during the year, the amount of real estate under Eka Real Estate Development's management decreased by almost 25%. In addition to subsidised housing, the Hakkila central warehouse and large office buildings, several small real estate holdings were sold during the year, which improved the real estate assets structure. The real estate occupancy rate rose to 83% (+5%).

Because of the transactions made last year, Eka Real Estate Development's turnover and gross margin will decrease considerably in 1998. Development will continue in the same vein in the future. Because of the Lintulahti construction work, investment this year is double the normal level. In the future, the amount of investment will decrease.

A recovery of the real estate market in central and northern Finland also seems possible. The measures taken by large real estate owners to securitise their property through real estate funds and investment companies could open new business opportunities for Eka Real Estate Development.

Report by the Board of Directors 1997

The goals for the Corporation in 1997 were to attain the planned level of profit, continue the business development programs, and adopt the company structure specified in the restructuring program.

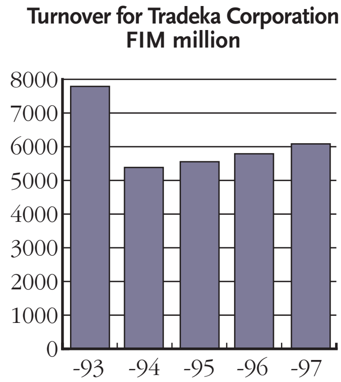
Operations in 1997

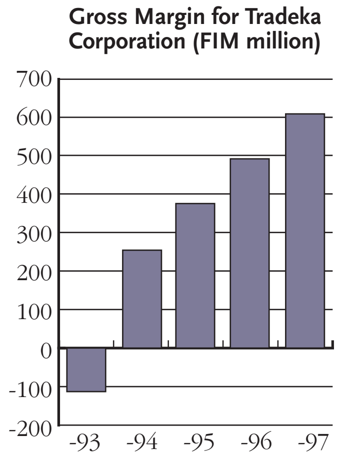
The incorporation of the Tradeka Group Oy recommenced in November. The company's share capital was increased in two phases from FIM 15,000 to FIM 10,000,000. In the increase, which was performed under the Occupational Tax Law, the Cooperative transferred the whole share capital of Tradeka Oy to the Tradeka Group Oy, as well as 13% of Restel Oy's share capital in a non-cash contribution. The Group issued FIM 300 million in convertible bonds, all of which were subscribed and paid for by the Cooperative. Eka Real Estate Development has not yet been incorporated. Negotiations were commenced for agreements with the creditors in order to secure their position for the transition.

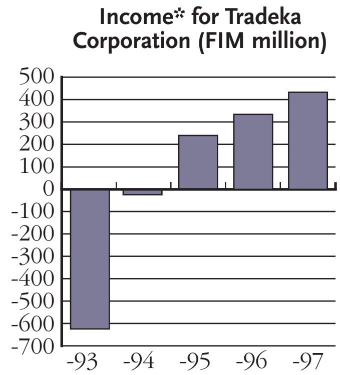
The following changes were made to the structure of the Corporation: Tradeka Oy sold its whole capital share in A/S Renlund Tallinn, in June, and its shares in Suomen Tilirahoitus Oy in October. The number of real estate companies partially owned by Tradeka increased by one. Over the course of the year, Eka Real Estate Development sold its controlling interest in 13 real estate and housing companies. The number of associated companies decreased by one. No changes took place during the year in Restel Consolidated's ownership in associated companies.

At the end of the year, the last payments were made according to schedule on the short-term partitioning debt, in keeping with the Cooperative's restructuring program. During the year, the proceeds from Eka Real Estate Development's sales of real estate and shares were paid toward the Cooperative's collateral loan. The review of the state of deposits made to Eka's financial services office, which were deemed non-privileged in the restructuring program, continued even after April 1997, when the Supreme Court handed down its decision.

The success of the YkkösBonus loyal customer system continued. At the end of the year, there were 646,065 loyal customers and 1,056,307 loyal customer cards. Over the course of the year, 183,519 new accounts were opened. Counting the extra cards







** Profit before extraordinary items, appropriations and taxes* for accounts with more than one card, this made 273,888 Ykkös-Bonus cards. Out of a total of FIM 5.5 billion in loyal-customer sales, Tradeka and Restel accounted for FIM 3.7 billion. Bonuses were paid to 247,600 households for a total of FIM 82.5 million.

Net Turnover and Other Business Activity Income

The net turnover of the Corporation increased by 4.9% to FIM 6,053 million. FIM 5,015 came from Tradeka Consolidated, while Restel accounted for FIM 1,037 million. The net turnover of Tradeka Consolidated increased by 4.3%, and that of Restel Consolidated by 8.0%.

Other income from business activity totalled FIM 237 million (FIM 156 million the previous year), of which the majority was rent income and the income from sales of fixed assets. Of other income, FIM 82 million came from Tradeka Consolidated, FIM 9 million from Restel Consolidated, and the rest from the Cooperative. The Cooperative's other income from business activity was FIM 199 million (FIM 135 million), of which rent income made up FIM 120 million and sales income accounted for FIM 79 million.

Profits

The Corporation's operating profit totalled FIM 605 million, exceeding the targets and surpassing the previous year's figure by FIM 114 million. Income from other business activities contributed FIM 81 million to this year's figure.

The operating profit of Tradeka Consolidated amounted to FIM 291 million (FIM 261 million), and that of Restel Consolidated totalled FIM 157 million (FIM 138 million), while that of the Cooperative was FIM 95 million (FIM 22 million). Other Group and associated companies made up FIM 62 million (FIM 70 million).

The income of the Corporation amounted to FIM 421 million (FIM 335 million) before extraordinary items, appropriations and taxes. Depreciation was FIM 19 million more than the previous year, while net financial costs increased by FIM 9 million. The Cooperative's surplus was FIM 152 million (FIM 98 million). The net financial costs of the Cooperative decreased from the previous year by FIM 19 million.

The total of the Corporation's extraordinary income and costs was FIM -1 million (FIM 57 million). The comparable net figure for the Cooperative was FIM 135 million (FIM 126 million), the majority of which was made up of subvention payments from Tradeka Oy (FIM 125 million) and the Tradeka Group Oy (FIM 2.3 million), as well as the partitioning quota from Trendor Oy's bankruptcy estate (FIM 4.2 million).

The Corporation's accounting period profit amounted to FIM 411 million (FIM 364 million), and the Cooperative's surplus totalled FIM 287 million (FIM 224 million).

Investments

Investment in fixed assets totalled FIM 242 million (FIM 247 million). Investments made by Tradeka Consolidated amounted to FIM 134 million and went to revamping places of business or establishing new ones, as well as acquiring data systems. Restel Consolidated's investments totalled FIM 54 million (FIM 36 million), the majority of which was spent on network maintenance and concept changes. The Cooperative made investments of FIM 50 million, of which FIM 13 million went to subsidiary shares.

Financing

The Corporation's financial income totalled FIM 25 million (FIM 30 million), and financial costs amounted to FIM 62 million (FIM -58 million). Net financial costs were FIM 37 million (FIM 28 million).

In keeping with the restructuring program, Tradeka Oy and Restel Oy's operations were financed mainly by long-term loans granted by the Cooperative.

Tradeka Oy paid an interest rate of 7.83% (7.25%) on its loans, while Restel Oy paid 8% (7%).

The Cooperative's financial income was FIM 116 million (FIM 126 million), the majority of which was the interest income mentioned above. The Cooperative's financial costs increased to FIM 49 million (FIM 40 million), while the interest on the collateral loan increased to 3% from 2% the previous year. The equity loan interest rate was 7.9%, compared to 9.5% the previous year. As in previous years, the equity loan interest rate was treated in the financial statements as a risk change.

The cash flow of Tradeka Consolidated and Restel Consolidated exceeded target levels and the liquidity of all the consolidated companies was satisfactory throughout the year.

Balance Sheet Structure

No substantial changes were made to either the consolidated balance sheet or the parent Cooperative's balance sheet. The final sum of the consolidated balance sheet was FIM 3,006 million (FIM 3,105 million).

The amount of fixed assets decreased by FIM 123 million in the consolidated balance sheet and FIM 209 million in the Cooperative balance sheet. Cash in hand and at banks totalled FIM 650 million (FIM 565 million) on the consolidated balance sheet and FIM 281 million (FIM 227 million) in the Cooperative balance sheet.

The Corporation's equity grew, though it was FIM 592 million in the negative. The Cooperative's equity was FIM -15 million and its non-restricted equity was FIM -351 million. The Cooperative's stabilised debts totalled FIM 1,085 million.

Personnel

The number of employees in the Corporation averaged 4,818 people (4,842), of which 3,108 were employed by Tradeka Consolidated, 1,674 by Restel Consolidated, 19 by the Tradeka Group Oy, and 17 by the parent Cooperative (including Eka Real Estate Development).

Members

The Cooperative had 366,209 members at the end of the year. Over the course of the year, 1,095 new members joined and 358 members resigned. The number of members decreased by 3,839, in part as a result of a revision of the member register.

The membership fees paid amounted to FIM 53.3 million (FIM 53.0 million), of which FIM 3.5 million was from resigned members.

In keeping with the regulations of the Cooperative, an election of representatives was held via post from 13 March to 1 April, 1998. The election covered 13 districts and 110 members were elected to the Council of Representatives. The term of the Council of Representatives is six years.

Operations in 1998

The restructuring program will continue in all its facets, spurred on by the success that both Tradeka Consolidated and Restel Consolidated have had for the past four years in surpassing the economic targets in the Cooperative's restructuring program.

The objective for business activities is to retain the achieved relative level of profit. Demand and competition factors require constant, careful management of profits and costs. In the current year, other income from business activities and extraordinary income will not reach the levels seen last year and in previous years.

The target areas for the development of business operations are still the YkkösBonus loyal customer scheme and the revamping of operational methods and data systems in order to strengthen the concept of customer-oriented, demand-based operations.

Tradeka Corporation

Consolidated Statement of Income 1 Jan to 31 Dec 1997

	FIM million			% of Net Turnover	
	1997	1996	97/96	1997	1996
Net turnover	**6 053**	**5 770**	**283**	**100.00**	**100.00**
Other income from operations	**237**	**156**	**81**	**3.91**	**2.71**
Costs:					
Materials and supplies:					
Purchases during the year	–4 216	–4 061	–155		
Reduction in inventories	16	22	–6		
Total	–4 200	–4 039	–161	–69.38	–69.99
Personnel costs	–755	–712	–43	–12.48	–12.34
Rent	–208	–198	–10	–3.44	–3.43
Other costs	–522	–486	–36	–8.61	–8.43
Total	–5 685	–5 435	–250	–93.91	–94.19
Operating profit before depreciation	**605**	**491**	**114**	**10.00**	**8.52**
Depreciation of fixed assets and other long-term costs	–147	–128	–19		
Depreciation on goodwill	–0	–0	0		
Total	–147	–128	–19	–2.42	–2.22
Operating profit	**458**	**363**	**95**	**7.58**	**6.29**
Financial income and costs:					
Financial income	25	30	–5		
Financial costs	–62	–58	–4		
Total	–37	–28	–9	–0.61	–0.48
Profit before extraordinary items, appropriations and taxes	**421**	**335**	**86**	**6.96**	**5.81**
Extraordinary income and costs:					
Extraordinary income	35	80	–45		
Extraordinary costs	–36	–23	–13		
Total	–1	57	–58	–0.02	1.00
Profit before appropriations and taxes	**420**	**392**	**28**	**6.94**	**6.81**
Increase in valuation difference	–15	–16	1	–0.25	–0.28
Decrease in voluntary provisions	13	–1	14	0.21	–0.02
Direct taxes	–7	–10	3	–0.13	–0.17
Profits before minority interest	**411**	**365**	**46**	**6.77**	**6.34**
Minority interest	0	–1	1	0.01	–0.02
Profit for the year	**411**	**364**	**47**	**6.78**	**6.31**

TRADEKA CORPORATION

Consolidated Balance Sheet as of 31 December 1997

ASSETS	FIM million			% of Balance Sheet	
	1997	1996	97/96	1997	1996
Fixed assets and other long-term investments					
Intangible assets					
Establishment and structural costs	1	1	0		
Immaterial rights	9	10	–1		
Goodwill	0	0	0		
Other long-term costs	158	154	4		
Total	168	165	3	5.6	5.3
Tangible assets					
Land and water	209	264	–55		
Buildings and plant	790	944	–154		
Machinery and equipment	233	211	22		
Other tangible assets	11	18	–7		
Advance payments and work in progress	73	30	43		
Total	1 316	1 467	–151	43.8	47.2
Fixed assets and other long-term investments					
Shares in associated companies	192	173	19		
Other shares and holdings	58	50	8		
Loans receivable	43	45	–2		
Other investments	2	2	0		
Total	295	270	25	9.8	8.7
Total fixed assets	**1 779**	**1 902**	**–123**	**59.2**	**61.2**
Valuation items	**0**	**0**	**0**	**0.0**	**0.0**
Current and liquid assets					
Current assets					
Finished goods	344	328	16		
Other current assets	4	4	0		
Advance payments	0	0	0		
Total	348	332	16	11.6	10.7
Receivables					
Accounts receivable	112	232	–120		
Loans receivable	1	2	–1		
Prepaid liabilities	72	66	6		
Other receivables	44	6	38		
Total	229	306	–77	7.6	9.9
Cash at hand and in banks	650	565	85	21.6	18.2
Total current and liquid assets	**1 227**	**1 203**	**24**	**40.8**	**38.8**
Total assets	**3 006**	**3 105**	**–99**	**100.0**	**100.0**

Tradeka Corporation

Consolidated Balance Sheet as of 31 December 1997

Shareholders' equity and liabilities	FIM million			% of Balance Sheet	
	1997	1996	97/96	1997	1996
Shareholders' equity					
Restricted equity					
Share capital	50	50	0		
Resigned members' fees	3	3	0		
Reserve fund	85	85	0		
Valuation fund	177	185	–8		
Total	315	323	–8	10.5	10.4
Non-restricted equity					
Loss from previous years	–1 318	–1 682	364		
Profit for the year	411	364	47		
Total	–907	–1 318	411	–30.2	–42.4
Total shareholders' equity	**–592**	**–995**	**403**	**–19.7**	**–32.0**
Stabilised liabilities					
Stabilised restructuring debt					
Stabilised pension loans	232	234	–2		
Equity loan	233	234	–1		
Interest-free equity loan	608	608	0		
Other stabilised loans	20	20	0		
Total stabilised liabilities	**1 093**	**1 096**	**–3**	**36.4**	**35.3**
Minority interest	**28**	**39**	**–11**	**0.9**	**1.3**
Reserves					
Accumulated depreciation difference	**47**	**32**	**15**	**1.6**	**1.0**
Investment reserve	**0**	**0**	**0**	**0.0**	**0.0**
Other reserves	**4**	**17**	**–13**	**0.1**	**0.5**
Statutory reserves	**10**	**12**	**–2**	**0.3**	**0.4**
Liabilities					
Other restructuring debt					
Secured debt	1 056	1 450	–394		
Long-term partitioning debt	573	576	–3		
Short-term partitioning debt	6	60	–54		
Other restructuring debt	30	30	0		
Total	1 665	2 116	–451	55.4	68.1
Long-term					
Loans from financial institutions	56	130	–74		
Pension loans	104	112	–8		
Other long-term liabilities	1	5	–4		
Total	161	247	–86	5.3	7.9
Short-term					
Loans from financial institutions	22	22	0		
Pension loans	8	8	0		
Advances received	3	3	0		
Trade payables	275	267	8		
Accrued liabilities and prepaid income	201	169	32		
Other current liabilities	81	72	9		
Total	590	541	49	19.6	17.4
Total liabilities	**2 416**	**2 904**	**–488**	**80.3**	**93.5**
Total shareholders' equity and liabilities	**3 006**	**3 105**	**99**	**100.0**	**100.0**

TRADEKA CORPORATION

Consolidated Statement of Sources and Application of Funds 1 Jan to 31 Dec 1997

FIM million	1997	1996
BUSINESS OPERATIONS:		
Operating profit before depreciation	605	491
Financial income and costs	–37	–35
Extraordinary items	–3	6
Taxes	–7	–10
Funds from operations	558	452
– Increase in current assets	–16	–24
– Increase in current receivables	77	–37
+ Increase in current interest-free liabilities	49	–9
Change in working capital	110	–70
Cash flow from business operations	**668**	**382**
INVESTMENTS:		
Fixed assets	–242	–247
Revenues from sales of fixed assets	208	107
Net investments	–34	–140
Cash flow before financing	**634**	**242**
FINANCING:		
+ Decrease in long-term receivables	2	0
+ Increase in long-term liabilities	0	20
– Decrease in long-term liabilities	–540	–302
+ Increase in current liabilities	0	31
– Decrease in minority interest	–11	5
+ Increase in share capital	0	0
Cash flow from financing	–549	–246
Increase of liquid funds on the balance sheet (+)	**85**	**–4**

Notes to the Consolidated Statement of Income

Net Turnover

FIM million

	1997	1996	97/96
Retail trade	4 996	4 785	211
Restaurant operations	758	703	55
Hotel operations	268	230	38
Other net turnover	31	52	–21
Total	6 053	5 770	283
Increase	4.9 %	4.3 %	

Other income from operations

FIM million

Rental income	94	107	–13
Profit from sales of fixed assets	154	26	128
Losses from sales of fixed assets	–12	–14	2
Transfer of business premises	0	36	–36
Other income	1	1	0
Total	237	156	81

Profit from sales of fixed assets includes Tradeka Oy's profit from selling its shares in Suomen Tilirahoitus Oy. Other sales profits and losses are mainly from real estate and real estate shares sold by the parent Cooperative. The compensation for the transfer of business premises, which was booked as income in 1996, was received by Tradeka Oy in 1997 and constitutes a one-off extraordinary item.

Other Costs

FIM million

Share of associated companies' profits:			
Materials and goods: Inex Partners Group	13	17	–4
Other costs: Ketjuetu Oy T & E and Palveluetu Oy T & E	0	0	0
Total effect on profit of associated companies	13	17	–4

Personnel Costs

FIM million

Wages and salaries	585	570	15
Pension costs	93	76	17
Other personnel costs	77	66	11
Total	755	712	43

Fringe Benefits

FIM million

Total value of fringe benefits comparable to remuneration (does not include personnel costs)	2	2	0

Wages Paid

FIM million

	1997	1996	97/96
Wages subject to withholding tax, along with fringe benefits:			
Paid to members of the administrative body and the Presidents	4	4	0
Other salaries and wages	574	567	7
Total	578	571	7

The retirement age for the management of the Cooperative Tradeka Corporation, Tradeka Oy and Restel Oy has been set at 60.

Personnel

Total corporate personnel expressed in full-time employment	4 818	4 842	–24

Depreciation

Planned depreciation is calculated on a straight-line basis over the expected useful lives of fixed assets using the historical cost method.

Planned depreciations and periods of depreciation

FIM million

Intangible Assets:			
Establishment and structural costs, 5 years	0	0	0
Immaterial rights, 5 years	1	2	–1
Other long-term costs, 5–10 years	40	28	12
Tangible Assets:			
Buildings and plant, 10–40 years	35	31	4
Machinery and equipment, 7 years	70	65	5
Other tangible assets, 5–10 years	1	2	–1
Total fixed assets and other long-term costs	147	128	19
Goodwill, 10 years	0	0	0
Total planned depreciation	147	128	19

Tradeka Corporation

Notes to the Consolidated Statement of Income

Financial Income and Costs

FIM million

	1997	1996	97/96
Financial Income			
Dividends	1	0	1
Share of associated companies' profit	1	1	0
Interest income	23	28	–5
Other financial costs	0	1	–1
Total	25	30	–5
Financial Costs			
Interest costs	–57	–50	–7
Other financial costs	–5	–8	3
Total	–62	–58	–4
Net financial income and costs	–37	–28	–9

The annual interest on secured debt was 3% (2% in 1996). Charge for financial costs is included in the rent income in the consolidated financial statement.

Extraordinary Income and Costs

FIM million

	1997	1996	97/96
Extraordinary Income			
Reduction of structuring debt	3	4	–1
Internal sales profits	18	26	–8
Changes to the merger method of associated companies	0	42	–42
Effect of structural changes	4	0	4
Other extraordinary income	10	8	2
Total	35	80	–45
Extraordinary Costs			
Losses from selling shares	0	–12	12
Effect of structural changes	–27	0	–27
Other extraordinary costs	–9	–11	2
Total	–36	–23	–13
Net extraordinary income and costs	–1	57	–58

FIM 18 million (FIM 26 million in 1996) of the consolidation's internal sales profits were realised in the sale of Kiinteistö Oy Mastolan Keskusvarasto.

Profit and reserves accumulated during the time of ownership of subsidiaries that were sold are in Effect of structural changes under Extraordinary Income and Extraordinary Costs.

Tradeka Corporation

Notes to the Consolidated Balance Sheet

Consolidated Goodwill

FIM million

	1997	1996
Acquisition cost 1 Jan	24	24
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	0	0
Acquisition cost 31 Dec	24	24
Accumulated planned depreciation	–24	–24
Book value 31 Dec	0	0

Intangible Assets

FIM million

	1997	1996
Establishment and Structural Costs		
Acquisition cost 1 Jan	2	2
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	0	0
Acquisition cost 31 Dec	2	2
Accumulated planned depreciation	–1	–1
Book value 31 Dec	1	1
Immaterial Rights		
Acquisition cost 1 Jan	13	13
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	0	0
Acquisition cost 31 Dec	13	13
Accumulated planned depreciation	–4	–3
Book value 31 Dec	9	10

Intangible assets mainly include association fees in various real estate companies.

	1997	1996
Other Long-Term Costs		
Acquisition cost 1 Jan	452	397
Increases 1 Jan to 31 Dec	44	57
Decreases 1 Jan to 31 Dec	–1	–2
Acquisition cost 31 Dec	495	452
Accumulated planned depreciation	–337	–298
Book value 31 Dec	158	154

Tangible Assets

FIM million

	1997	1996
Land		
Acquisition cost 1 Jan	161	174
Increases 1 Jan to 31 Dec	3	4
Decreases 1 Jan to 31 Dec	–58	–17
Acquisition cost 31 Dec	106	161
Value appreciation 1 Jan	103	104
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	0	–1
Value appreciation 1 Jan	103	103
Book value 31 Dec	209	264

Notes to the Consolidated Balance Sheet

Buildings and Plant

FIM million

	1997	1996
Acquisition cost 1 Jan	1 032	998
Increases 1 Jan to 31 Dec	28	48
Decreases 1 Jan to 31 Dec	–142	–14
Acquisition cost 31 Dec	918	1 032
Accumulated planned depreciation	–200	–165
Residual acquisition costs 31 Dec	718	867
Value appreciation 1 Jan	77	78
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	–5	–1
Value appreciation 31 Dec	72	77
Book value 31 Dec	790	944
Accumulated difference between total and planned depreciation 1 Jan	20	9
Increase in depreciation difference	8	11
Accumulated difference 31 Dec	28	20

Equipment

	1997	1996
Acquisition cost 1 Jan	538	496
Increases 1 Jan to 31 Dec	97	57
Decreases 1 Jan to 31 Dec	–6	–15
Acquisition cost 31 Dec	629	538
Accumulated planned depreciation	–396	–326
Book value 31 Dec	233	211
Accumulated difference between total and planned depreciation 1 Jan	12	7
Increase in depreciation difference	7	5
Accumulated difference 31 Dec	19	12

Other tangible assets

	1997	1996
Acquisition cost 1 Jan	37	33
Increases 1 Jan to 31 Dec.	2	4
Decreases 1 Jan to 31 Dec	–8	0
Acquisition cost 31 Dec	31	37
Accumulated planned depreciation	–20	–19
Book value 31 Dec	11	18

Investment in Fixed Assets

FIM million

	1997	1996	97/96
Establishment and structural costs	0	0	0
Long-term costs	44	57	–13
Land	3	4	–1
Buildings	28	48	–20
Equipment	97	57	40
Other tangible assets	2	4	–2
Work in progress	44	6	38
Other shares and holdings	24	71	–47
Total	242	247	–5

The parent Cooperative's investment in fixed assets, excluding subsidiaries' shares, totalled FIM 37 million, while Tradeka Oy's investment in fixed assets totalled FIM 134 million and Restel Oy's investment in fixed assets amounted to FIM 54 million. The remaining investments were mainly in real estate companies.

Taxable Values

FIM million

Real properties	670	913	–243
Shares and holdings	296	264	32
Total	966	1 177	–211

Changes in Shareholders' Equity

FIM million

	1 Jan 97	+	–	31 Dec 97
Restricted equity:				
Share capital	50	0		50
Resigned members' fees	3	0		3
Reserve fund	85		0	85
Valuation fund	185		–8	177
Non-restricted equity:				
Loss from previous years	–1 682	0	364	–1 318
Profit for the year	364	411	–364	411
Total	–995	411	–8	–592

Notes to the Consolidated Balance Sheet

Valuation Items under Fixed Assets

FIM million

	1 Jan 97	+	–	31 Dec 97
Land	103	0	0	103
Buildings	77	0	–5	72
Shares and holdings	4	0	–3	1
Total	185	0	–8	177

Changes in the revaluation occurred in the parent Cooperative.

Reserves and the Corresponding Tax Debts

FIM million

	1997	1996	97/96
Accumulated appreciation difference	47	32	15

The accumulated appreciation difference and its change were almost solely related to Tradeka Oy.

	1997	1996	97/96
Investment Reserve	0	0	–0
Other Reserves	4	17	–13

The investment reserve (FIM 0.2 million in 1996) and other voluntary reserves were lower as a result of the sale of Suomen Tilirahoitus Oy.

The remaining voluntary reserves are reservations in the housing assets of real estate subsidiaries.

	1997	1996	97/96
Statutory Reserves	10	12	–2

The statutory reserves were in the parent Cooperative.

	1997	1996	97/96
Tax Debts	14	14	0

Tax debt is calculated from the accumulated depreciation difference and the voluntary reserves.

Long-Term Liabilities and Amortisations

FIM million

	Loan 31 Dec 1997	Amortisations 98	99–2002	2003–
Stabilised Debt:				
Stabilised restructuring debt	1 073	0	0	1 073
Other stabilised debt	20			20
Total stabilised debt	1 093	0	0	1 093
Other restructuring debt	1 665	–192	–721	752
Loans from financial institutions	78	–22	–46	10
Pension loans	112	–8	–20	84
Other long-term liabilities	1	0	0	1
Total	2 949	–222	–787	1 940

The Corporation's long-term liabilities are primarily in the parent Cooperative (FIM 2,816 million; see also the similar comments of the parent Cooperative, page 38). On the basis of countersecurity liability, Restel Oy amortises the stabilised pension loans of the parent Cooperative, resulting in a partial elimination of the stabilised loans of the parent Cooperative from the consolidated financial statement.

In addition to the parent Cooperative's liabilities, the liabilities also include stabilised external liabilities to Restel Consolidated (FIM 20 million).

Contingent Liabilities 31 Dec

FIM million

	1997	1996	97/96
Mortgages pledged in security for debt:			
For own debt	1 657	2 080	–423
On behalf of others	253	171	82
Total	1 910	2 251	–341
Pledges:			
Securities for own debt	852	865	–13
Receivables for own debt	1 659	1 830	–171
On behalf of others	8	0	8
Total	2 519	2 695	–176
Guarantees:			
For own debt	51	9	42
On behalf of others	71	65	6
Total	122	74	48
Other Liabilities:			
Interest liabilities	91	65	26
Leasing liabilities	6	8	–2
Total	97	73	24
Total Contingent Liabilities	4 648	5 093	–445

FIM 84 million (FIM 61 million) of the interest liabilities is the liability of the Cooperative Tradeka Corporation relating to a stabilised subordinated loan under the restructuring program, and interest liabilities of FIM 7 million (FIM 4 million) are connected with stabilised pension loans.

Pension Liability

FIM million

	1997	1996	97/96
Share of Tradeka Corporation's group companies of the non-covered pension liability of Eläkekassa Tuki	3	3	0

As required by the restructuring program, the Cooperative Tradeka Corporation has booked its share of the non-covered pension liability of Eläkekassa Tuki as costs and debt.

Based on their shareholder and guarantee undertakings, the Tradeka Corporation's group companies have an adhesion liability, together with the other shareholders, the whole of Eläkekassa Tuki's non-covered pension liability.

Principles of Consolidation

Scope of Consolidation

The parent company is Cooperative Tradeka Corporation.

Consolidated subsidiaries included in the consolidated financial statement are listed on pages 27-28 and associated companies on page 29. All the subsidiaries and associated companies are included in the consolidated financial statement except for those marked with an asterisk in the notes.

Subsidiaries and associated companies excluded from the consolidated financial statement are non-operative, and have no significant effect on the consolidated non-restricted equity.

The changes in the consolidated corporate structure and how they were handled are listed on page 26.

Calculation Principles of the Consolidated Financial Statement

Internal Shareholding

The consolidated financial statement is based on the historical cost method. To a large extent, the subsidiaries have been established by the Corporation. The acquisition costs paid for subsidiaries exceeding their own shareholders' equity are primarily stated in the fixed assets; otherwise they are stated as consolidated goodwill. As of 31 December 1997 the items credited or charged in land areas totalled FIM 10 million, and those in construction amounted to FIM 106 million. The items credited or charged to construction will be depreciated in accordance with appropriate fixed items and items stated as consolidated goodwill according to a 10% straight-line depreciation.

Internal Business Transactions and Margins

The internal business transactions between the group companies, internal receivables and payables, and internal distribution of profits, as well as non-realised margins and sales profits, have been eliminated.

In the 1997 consolidated financial statement, internal margins totalling FIM 518 million (FIM 554 million) were eliminated. The amounts of contributions related to the incorporations realised in 1990 and 1995 which remain to be eliminated are FIM 106 million (FIM 114 million) on the part of Restel Oy and FIM 272 million (FIM 280 million) on the part of Tradeka Oy. Other contributions to be eliminated, resulting from the Cooperative's internal real estate sales, are FIM 140 million (FIM 160 million).

Minority Share

Minority shares have been separated from the Cooperative's shareholders' equity and its result and handled as a separate item.

Associated Companies

The associated companies have been consolidated using the equity method. The share of their results corresponding to the Corporation's holding is stated under varying costs for Inex Partners Group, under fixed costs for Ketjuetu Oy T & E and Palveluetu Oy T & E, and under financial items for associated real estate companies.

Comparability of the Financial Statement

Other income from operations includes one-off extraordinary items: the income from transfer of business premises (FIM 36 million) in 1996 and the 1997 fixed asset sales income, which was significantly larger than the previous year (an increase of FIM 130 million). The extraordinary factors in 1996 and 1997 partially cancel each other out. The net effect is an improvement of FIM 94 million.

The sale of Suomen Tilirahoitus Oy has a clear impact on the balance sheet figures (sales receivables, reserves and long-term loans from financial institutions decreased), while the sale of other subsidiaries mainly reduced the balance sheet values of tangible assets.

In addition, accounting practices were changed in 1997, such that costs and cost compensation formerly included with sales income is now entered as other income. The change in accounting practices increased other income and decreased sales income on the 1997 balance sheet by FIM 29 million. The comparative figures for 1996 were not altered.

Changes in Corporate Structure

Restructuring Program

The incorporation of the Tradeka Group Oy continued in November 1997, in keeping with the restructuring program. All of Tradeka Oy's share capital and 13% of Restel Oy's shares were transferred to the company as net non-cash contributions.

Eka Real Estate Development Oy was registered in 1996, but has not yet been accorded the assets as specified in the restructuring program.

Company Sales

Tradeka Oy sold its A/S Renlund Tallinn shares in July and its Suomen Tilirahoitus Oy shares in October. The subsidiaries are included in the financial statements for the period of time before they were sold: STR Oy from January to September 1997 and A/S Renlund Tallinn from January to July 1997, according to the income statements.

Cooperative Tradeka Corporation sold the following real estate subsidiaries in January 1997: Kiinteistö Oy Lintulahdenkukkula, Lintulahdenmäki, Lintulahdenpenger and Lintulahdenrinne, as well as Asunto Oy Torkkelinkulma and Oy Hakatornit. In May, Kiinteistö Oy Joensuun Tavaratalo and Joensuun Teollisuus-Kansa were sold and in June Asunto Oy Espoon Alokastie 5. Companies sold in the beginning of the year were not included in the consolidated financial statements.

In accordance with the financial statement for the period of January–June 1997, the consolidated balance statement included Kiinteistö Oy Iisalmen Satamakatu 8 and Asunto Oy Lahden Hämeenkatu 24, sold in July 1997. Kiinteistö Oy Mastolan Keskusvarasto was sold on 31 December, 1997, and was included in the 1997 Consolidated Balance Statement in accordance with the financial statement.

In addition to the twelve real estate subsidiaries previously sold, Kiinteistö Oy Voima shares were sold during the year, so that ownership in the company has decreased to a level corresponding to that of the associated company.

The parent Cooperative sold the associated companies Kiinteistö Oy Kevätkatu 1 (in January) and Asunto Oy Salaistentie 4 (in July).

Company Acquisitions

The Corporation's number of associated companies increased by one through acquisitions, when Tradeka Oy acquired Gammelbackan Palvelukeskus Oy in July.

During 1997 the number of subsidiary companies decreased by 15, while the number of associated companies did not change.

At the end of 1997 the Corporation owned a total of 72 subsidiaries: 10 business operations and 54 real estate subsidiaries. There was a total of 67 associated companies: 5 business operations and 61 real estate companies.

The Consolidated Balance Sheet has been drawn up from the companies owned by Tradeka Oy and Restel Oy. In the Cooperative Tradeka Corporation Consolidated Balance Sheet, the companies are consolidated to make use of the balance sheets.

Tradeka Group Oy has not done Consolidated Balance Sheet of its own, because the company has not produced any dividends, and furthermore it is included in the Cooperative Tradeka Corporation Consolidated Balance Sheet as a subsidiary (Tradeka Oy holds 100% ownership).

Subsidiaries as of 31 December 1997

	Corporation's share		Shares Owned by Cooperative Tradeka Corporation ****					Subsidiary's Result for the Year***
		of s.e.**	Shareholding		Nominal Value	Inc./Dec. 1997	Book Value	
	%	FIM 1000's	%	no. of shares	FIM 1000's	FIM 1000's	FIM 1000's	FIM 1000's
Operative Companies								
Tradeka Group Oy	100	10 038	100	15	15	9 985	10 000	12
Tradeka Oy	100	290 830	100	4 000	4 000		286 115	2 539
– ZAO Tradeka Moskova	100	10 910						867
– ZAO Renlund SPb	100	6 975						2 052
– Suomen Tilirahoitus Oy						–15 500		
– A/S Renlund-Tallinn						–1 434		
– Ki Oy Forssan Yhtiökadun Leipomokiint.	100	–2 549						–5
– Kolmenkeikka Ki Oy	55	122						–18
– Kotkan Kirkkokatu Ki Oy	100	8 500						–376
– Kuussalon Liikekeskus Ki Oy	60	1 730						0
– Muotialantie As Oy	58	67						–12
– Mäntyharjun Torinkulma Oy	71	1 182						19
– Oulun Eka Ki Oy	100	7 059						–358
– Peimarin Puoti Oy	84	37						2
– Peltosaaren Liikekeskus	86	340						0
– Pihlavan Palvelukeskus Ki Oy	87	344						–25
– Pykälikkö Ki Oy	56	1 640						5
– Sallan Kauppakeskus Oy	60	1 235						2
– Salon Vanamopolku Ki Oy	100	2 199						–0
– Sodankylän Sompiontie 6 Ki Oy	64	3 857						–197
– Tampereen Eka Ki Oy	100	17 010						–762
– Tenavan Ostoskeskus Oy	92	186						15
– Tesomankeskus Ki Oy	57	86						–24
Restel Oy	100	–148 306	100	166 700	3 334		105 000	70 993
– Restel Ravintolat Oy	100	650						124
– Cumulus Oy	100	298						14
– Rantasipi Oy	100	7 281						4 427
– Ki Oy Koppelokuja 9 A	100	1 958						0
– Ki Oy Keskusväylä Oy	54	4 059						–62
– Nastolan Liikekeskus Oy	58	324						6
– Helsingin Restel Ravintolat Oy	100	2 636						2 368
– Juhlakokit Oy	100	244						43
– Middle Beers Oy	100	117						–13
* Eka-kiinteistöt Oy	100		100		0		15	0
36 Real Estate Subsidiaries	86	–62 541	72	597 019	17 258	–55 244	80 108	3 270
Other Companies, Non-Operative								
* E-myymälät ja tavaratalot Oy	100	0	67	4	0		0	0
* Paraisten Centrum	100	0	100	5	5		0	0
Savonjuoma Oy	100	15	100	100	10		5	0
Tirkkosen Seuraajat Oy	100	42	100	8 371	42		30	0
* Vähittäiskauppaketjut Oy	100	0	100	30	15		15	0
* Yhteistukku Oy	67	0	67	2	0		0	0
		276 249		776 246	82 255	–62 193	481 289	84 909

* not included in consolidated financial statements ** shareholders' equity *** result = profit/loss

**** includes shares owned by the Tradeka Group Oy

Real Estate Subsidiaries as of 31 December 1997

	Corporation's share		Shares Owned by Cooperative Tradeka Corporation					Subsidiary's
		share of s.e.**	Shareholding		Nominal Value	Inc./Dec. 1997	Book Value	Result for the Year ***
	%	FIM 1000's	%	no. of shares	FIM 1000's	FIM 1000's	FIM 1000's	FIM 1000's
Real Estate Subsidiaries								
Haminan Kiinteistö Oy	100	5	100	10	5		10	–0
Helsingin Hämeentie 19 Ki Oy	100	–79 709	100	20 000	2 000		2 032	3 082
Huoltotammi Oy	98	140	98	5 894	59		60	–0
H:linnan Hämeensaarentie 5 Ki Oy	100	1 567	100	996	100		3 717	14
H:linnan Raatihuoneenkatu 14 Ki Oy	100	–19 415	100	10 000	2 100	480	2 614	280
Hämeenlinnan Brahenkatu 33 Ki Oy	100	834	100	996	100		1 214	0
Imatran Torkkelinkatu 7 As Oy	100	–648	100	10 000	110		112	13
Jokitammi Ki Oy	100	1 910	100	390 000	1 950		1 950	–7
Kansankulma Oy	97	634	97	253	255		250	0
Karkkilan Koulukatu 10	88	35	59	5 920	178		203	–1
Kemin Keskuspuistok.	100	5 021	100	50	50		16 548	–186
Kempeleen Ostoskeskus Oy	67	166	67	448	90		454	–51
Kenraalintie 6 Ki Oy	100	–2 925	100	2 441	24		569	–28
Keuruun Pihlajavedentie 2	100	–314	100	1 000	20		20	32
Kuopion Kiwikartano Ki Oy	61	13 697	23	12 257	1 839		2 086	–0
Kvarnbacka Ki Oy	100	–2 181	100	100	200		216	0
Lappeenrannan Liike- ja Hotelli Ki Oy	100	1 972	100	10 000	2 460		2 499	0
Lintulahdenvuori Ki Oy	100	14 027	100	15 000	15		13 996	–0
Luukkaantori 5 Ki Oy	100	–1 531	100	1 373	16		17	28
Merihaan Rantakuja Ki Oy	100	–86	100	2 000	2		3	–1
Mäntän Seppälänpuistotie 7 Ki Oy	100	3 353	100	50	50		7 896	–122
Oriveden Keskustie 34 Ki Oy	100	–4 111	100	10 000	900		914	177
Oulun Terminaalivarasto Ki Oy	57	11 595	57	8 491	170	74	12 142	–466
Outokummun Kiisukatu 17	100	3 540	100	50	50		2 908	93
Parkanon Tavaratalo Ki Oy	100	852	100	10 000	540		461	73
Piispankylän Mestaritie Ki Oy	100	–3 056	100	15 000	15		44	0
Porokoan Lomakylä Oy	100	–437	100	15 200	15		15	16
Savonlinnan Palvelupiste Oy	100	95	100	40	40		112	–0
Skutnäsinkatu 18 Ki Oy	53	62	53	185	4		112	–5
Suolahden Asemakatu 7 Ki Oy	100	–7 787	81	8 144	163		163	132
Suurlohjankatu 4–8 Ki Oy	100	1 176	100	10 000	1 500		1 524	–96
Turun Kärsämäemtie 8 Ki Oy	100	3 294	100	996	100		3 092	34
Valkeakosken Apiankatu 2 Ki Oy	100	–3 787	100	10 000	600		610	86
Varkauden Kauppakatu 42–44	100	–1 709	100	10 000	600		610	174
Varkauden Kauppakatu 47	100	809	100	10 000	840		853	–1
Ylä-Voima Talo Oy	100	368	80	125	100		81	0
Espoon Alokastie 5 As Oy						–15	0	
Hakatornit Oy						–3 329	0	
Iisalmen Satamakatu 8 Ki Oy						–6 291	0	
Joensuun Tavaratalo Ki Oy						–3 212	0	
Joensuun Teollisuus-Kansa Ki Oy						–900	0	
Lahden Hämeenkatu 24 As Oy						–102	0	
Lintulahdenkukkula Ki Oy						–13 996	0	
Lintulahdenmäki Ki Oy						–12 096	0	
Lintulahdenpenger Ki Oy						–7 498	0	
Lintulahdenrinne Ki Oy						–7 498	0	
Mastolan Keskusvarasto Ki Oy						–20	0	
Torkkelinkulma Oy						–100	0	
Voima Ki Oy (associated companies in 1997)						–741	0	
36 Real Estate Subsidiaries	86	–62 541	72	597 019	17 258	–55 244	80 108	3 270

** shareholders' equity *** result=profit/loss

Associated Companies as of 31 December 1997

	Corporation's share		Shares Owned by Cooperative Tradeka Corporation ****					Subsidiary's Result for the Year ***
	%	of s.e.** FIM 1000's	Shareholding %	no. of shares	Nominal Value FIM 1000's	Inc./Dec. 1997 FIM 1000's	Book Value FIM 1000's	FIM 1000's
Inex Partners Oy	50	71 917	50	40 000	40 000		67 000	18 626
Suomen Yrityskehitys Syke	25	1 122	25	5 250	5 250		1 068	59
* Finn-Match Oy	33	0	33	5	500	–250	250	0
Kantava Oy	37	2 097	37	146 997	14 700		2 227	1 281
Palveluetu Oy T & E	50	1 503	50	333	500		1 473	–3
Eka Real Estate Development's Associated Real Estate Companies								
Hotelli Turku Ki Oy	50	24 992	50	2 967	297		35 000	–14
* Kasperin Liiketalo Oy	50	51	50	50	25		20	..
Kauppalantie 22 As Oy	21	173	21	28	1		900	0
Lapinmaan Ki Oy	50	2 917	50	30	30	217	1 303	14
Lintulahden Pysäköintilaitos Oy	22	123	22	105	21	182	182	0
* Mandinkulma Ki Oy	24	319	24	1 454	291		1 968	..
Munkkiniemenranta 31 Ki Oy	30	5 888	30	417	0		313	–76
Orimatti Oy	29	430	29	735	7		59	–2
Sompasaaren Tukoeka Ki Oy	34	6 307	34	38	570		2 837	–40
Sompasaaren Tuoretuotevar. Ki Oy	33	4	33	546	5		5	–8
* Voima Ki Oy	35	0	35	110	100	571	571	..
Kevätkatu 1 Ki Oy						–245	0	0
Salaistentie 4 As Oy						–185	0	0
39 Tradeka Oy's Associated Real Estate Companies		31 835						187
10 Restel Oy's Associated Real Estate Companies								0
Total Associated Companies				199 065	62 296	291	115 176	20 023

* included in consolidated financial statements to the value of acquisition cost equity
** shareholders' equity
*** result=profit/loss
**** includes shares owned by the Tradeka Group
.. =info not available


quartz

Cooperative Tradeka Corporation

Statement of Income 1 January to 31 December 1997

FIM million

	1997	1996	97/96
Net turnover	**9**	**7**	**2**
Other income from operations	**199**	**135**	**64**
Costs:			
Materials and supplies:			
Purchases during the year	–0	–3	3
Reduction in inventories	0	2	–2
Total	–0	–1	1
Personnel costs	–9	–10	1
Rents	–66	–74	8
Other costs	–38	–35	–3
Total	–113	–120	7
Operating profit before depreciation	**95**	**22**	**73**
Depreciation on fixed assets and other long-term costs	–10	–10	0
Operational deficit	**85**	**12**	**73**
Financial income and costs:			
Financial income	116	126	–10
Financial costs	–49	–40	–9
Total	67	86	–19
Surplus before extraordinary items, appropriations and taxes	**152**	**98**	**54**
Extraordinary income and costs:			
Extraordinary income	141	128	13
Extraordinary costs	–6	–2	–4
Total	135	126	9
Surplus before appropriations and taxes	**287**	**224**	**63**
Direct taxes	0	0	0
Surplus for the year	**287**	**224**	**63**

Cooperative Tradeka Corporation

Consolidated Balance Sheet as of December 1997

Assets	FIM million			% of Balance Sheet	
	1997	1996	97/96	1997	1996
Fixed assets and other long-term investments					
Intangible assets					
Immaterial rights	3	3	0		
Other long-term costs	2	2	0		
Total	5	5	0	0.2	0.2
Tangible assets					
Land and water	123	126	–3		
Buildings and plant	272	291	–19		
Machinery and equipment	0	0	0		
Other tangible assets	2	2	0		
Advance payments and work in progress	10	2	8		
Total	407	421	–14	14.4	14.0
Fixed assets and other long-term investments					
Shares in subsidiaries	182	527	–345		
Shares in associated companies	113	113	0		
Other shares and holdings	26	19	7		
Loans receivable	1 646	1 502	144		
Total	1 967	2 162	–195	69.7	71.7
Total fixed assets	**2 379**	**2 588**	**–209**	**84.3**	**85.8**
Current and liquid assets					
Current assets					
Financial assets	4	4	0	0.1	0.1
Receivables					
Accounts receivable	45	20	25		
Loans receivable	83	137	–54		
Prepaid liabilities and accrued income	10	9	1		
Other receivables	21	32	–11		
Total	159	198	–39	5.6	6.6
Cash at hand and in banks	281	227	54	10.0	7.5
Total current and liquid assets	**444**	**429**	**15**	**15.7**	**14.2**
Total assets	**2 823**	**3 017**	**–194**	**100.0**	**100.0**

Cooperative Tradeka Corporation

Consolidated Balance Sheet as of 31 December 1997

Shareholders' equity and liabilities	FIM million			% of Balance Sheet	
	1997	1996	97/96	1997	1996
Shareholder' equity					
Restricted equity					
Share capital	50	50	0		
Resigned members' fees	3	3	0		
Reserve fund	79	79	0		
Revaluation fund	203	211	–8		
Total	335	344	–8	11.9	11.4
Non-restricted equity					
Deficit from previous years	–637	–861	224		
Surplus for the year	287	224	63		
Total	–350	–637	287	–12.4	–21.1
Total shareholders' equity	**–15**	**–294**	**279**	**–0.5**	**–9.7**
Stabilised restructuring debt					
Stabilised pension loans	244	244	0		
Equity loan	233	234	–1		
Interest-free equity loan	608	608	1		
Total stabilised liabilities	**1 085**	**1 085**	**0**	**38.4**	**36.0**
Reserves					
Statutory reserves	**10**	**12**	**–2**	**0.4**	**0.4**
Liabilities					
Other restructuring debt					
Secured debt	1 056	1 450	–394		
Long-term restructuring debt	573	576	–3		
Short-term restructuring debt	6	60	–54		
Other restructuring debt	30	30	0		
Total	1 665	2 116	–451	59.0	70.1
Long-term					
Loans from financial institutions	44	66	–22	1.6	2.2
Short-term					
Loans from financial institutions	22	22	0		
Pension loans	0	0	0		
Advances received	0	0	0		
Accounts payable	6	4	2		
Prepaid income and accrued liabilities	4	4	0		
Other current liabilities	2	1	1		
Total	34	31	3	1.2	1.0
Total liabilities	**1 743**	**2 213**	**–470**	**61.7**	**73.4**
Total shareholders' equity and liabilities	**2 823**	**3 017**	**–194**	**100.0**	**100.0**

Cooperative Tradeka Corporation

Statement of Sources and Application of Funds 1 Jan to 31 Dec 1997

FIM million

	1997	1996
Business Operations:		
Operating profit before depreciation	95	22
Financial income and costs	67	79
Extraordinary items	133	61
Taxes	0	0
Funds from operations	295	162
– Increase in current assets	–1	–2
– Increase in current receivables	39	45
+ Increase in current interest-free liabilities	2	–24
Change in working capital	40	19
Cash flow from business operations	**335**	**181**
Investments:		
Fixed assets	–50	–26
Revenue from sales of fixed assets	385	51
Net investments	335	25
Cash flow before financing	**670**	**206**
Financing:		
– Increase in long-term receivables	–144	108
+ Increase in long-term liabilities	0	3
– Decrease in long-term liabilities	–473	–293
+ Increase in current liabilities	0	22
+ Increase in share capital	0	0
Cash flow from financing	–617	–160
Increase of liquid funds on the balance sheet (+)	**53**	**46**

Cooperative Tradeka Corporation

Notes to the Statement of Income

Net Turnover

FIM million

	1997	1996	97/96
Net turnover	9	7	2

Net turnover consisted of services charged by the management.

Other Income from Operations

FIM million

	1997	1996	97/96
Rental income	120	123	–3
Profit from sales of fixed assets	91	25	66
Loss from sales of fixed assets	–12	–13	1
Dividends from shares of current assets	0	0	0
Other income	0	0	0
Total	199	135	64

Personnel Costs and Personnel

FIM million

	1997	1996	97/96
Wages and salaries	7	8	–0
Pension costs	2	1	0
Other personnel costs	0	1	–1
Total	9	10	–1
Total value of fringe benefits comparable to remuneration (does not include personnel costs)	0	0	0
Wages subject to withholding tax, along with fringe benefits:			
Paid to members of the administrative body and the President	2	2	0
Other salaries and wages	8	8	0
Total	10	10	0

Other salaries and wages also include repayments of the restructuring debt subject to withholding tax.

The retirement age for the President has been set at 60.

	1997	1996	97/96
Total people employed by the company	17	17	0

Depreciation

Planned depreciation is calculated on a straight-line basis over the expected useful lives of fixed assets using the historical cost method.

Planned depreciations and periods of depreciation

FIM million

	1997	1996	97/96
Intangible assets 5–10 years	0	0	0
Buildings and plant 20–40 years	10	10	–0
Machine and equipment 7 years	0	0	0
Other tangible assets 5–10 years	0	0	0
Total	10	10	–0

Financial Income and Costs

FIM million

	1997	1996	97/96
Financial Income			
Dividends	1	1	0
Interest income from subsidiaries	103	112	–9
Interest income from others	11	11	0
Other financial income	1	2	–1
Total financial income	116	126	–10
Financial Costs			
Interest costs from secured debt	–43	–31	–12
Interest costs from other debt	–3	–4	1
Total interest cost	–46	–35	–11
Other financial income	–3	–5	2
Total financial income	–49	–40	–9

A 3% annual interest rate has been calculated in accordance with the restructuring program for secured debt (2% the previous year). Charge for financial costs is included in the rent income in the financial statement.

	1997	1996	97/96
Net financial income and costs	67	86	–19

Extraordinary Income and Costs

FIM million

	1997	1996	97/96
Extraordinary income			
Reduction of restructuring debt	3	4	–1
Partitioning quotas and merger profit	4	3	1
Return of depreciated receivables	1	27	–26
Group contributions received	127	92	35
Other extraordinary income	6	2	4
Total	141	128	12
Extraordinary costs	–6	–2	–4
Net extraordinary income and costs	135	126	9

The partitioning quotas provided FIM 4.153 million from Trendor Oy's bankruptcy estate, and the rest from UP-Urakointipalvelu Oy's bankruptcy estate. Income in 1996 came mainly from the mergers of Lintulahti Oy and RK-Reaktia Oy.

FIM 0.85 million worth of depreciated receivables was returned in connection with the sale of Asunto Oy Espoon Alokastie 5.

FIM 125 million (FIM 90 million the previous year) of Group contributions was granted by Tradeka Oy, and the rest by Tradeka Group Oy both years.

Pension cost reserves of FIM 1.65 million, formerly included in statutory reserves, have been dissolved and booked under extraordinary income. The remaining extraordinary income and costs are mainly connected to the restructuring program.

Notes to the Balance Sheet

Intangible Assets

FIM million

	1997	1996
Immaterial rights		
Acquisition cost 1 Jan (= book value)	3	3
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	–0	0
Acquisition cost 31 Dec (= book value)	3	3

Immaterial rights include various real estate membership expenses.

	1997	1996
Other long-term costs		
Acquisition cost 1 Jan	2	0
Increases 1 Jan to 31 Dec	0	2
Decreases 1 Jan to 31 Dec	0	0
Depreciation in extraordinary costs	–0	0
Acquisition cost 31 Dec	2	2
Accumulated Planned Depreciation	–0	0
Book value 31 Dec	2	2

Tangible Assets

FIM million

	1997	1996
Land		
Acquisition cost 1 Jan	23	25
Increases 1 Jan to 31 De	1	0
Decreases 1 Jan to 31 Dec	–4	–2
Acquisition cost 31 Dec	20	23
Value appreciation 1 Jan	103	104
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	–0	–1
Value appreciation 31 Dec	103	103
Book value 31 Dec	123	126
Buildings and plant		
Acquisition cost 1 Jan	297	318
Increases 1 Jan to 31 Dec	15	5
Decreases 1 Jan to 31 Dec	–20	–26
Acquisition cost 31 De	292	297
Accumulated Planned Depreciation	–92	–83
Residual acquisition cost 31 Dec	200	214
Value appreciation 1 Jan	77	78
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	–5	–1
Value appreciation 31 Dec	72	77
Book value 31 Dec	272	291

FIM million

	1997	1996
Equipment		
Acquisition cost 1 Jan	3	3
Increases 1 Jan to 31 Dec	0	0
Decreases 1 Jan to 31 Dec	–0	0
Acquisition cost 31 Dec	3	3
Accumulated Planned Depreciation	–3	–3
Book value 31 Dec	–0	0
Other tangible assets		
Acquisition cost 1 Jan	8	7
Increases 1 Jan to 31 Dec	0	1
Decreases 1 Jan to 31 Dec	–0	0
Acquisition cost 31 Dec	8	8
Accumulated Planned Depreciation	–6	–6
Book value 31 Dec	2	2

Investment in Fixed Assets

FIM million

	1997	1996	97/96
Immaterial rights	0	0	0
Other long-term costs	0	2	–2
Land	0	0	0
Buildings	15	5	10
Equipment	0	0	0
Other tangible assets	0	1	–1
Work in progress	9	–4	13
Shares in subsidiaries	13	20	–7
Other shares and holdings	13	2	11
Total	50	26	24

The most significant subsidiary share investments were Tradeka Group Oy's capital increase totalling FIM 10.0 million. Other investments in subsidiaries were mainly financing preceeding sales. Investment in shares of associated companies totalled FIM 0.7 million, investment in other shares FIM 11.9 million, a figure that was almost entirely due to the VVO Cooperative.

Taxable Values

FIM million

Real estate	304	325	–21
Shares and holdings	398	1 114	–716
Total	702	1 439	–737

Notes to the Balance Sheet

Shares and Receivables Belonging to Long-Term Investments

FIM million

	1997	1996	97/96
Shares in subsidiaries	182	527	–345
Shares in associated companies	113	113	0
Other shares	26	19	7
Total	321	659	–339
Loans receivable from subsidiaries	1 604	1 458	146
Loans receivable from associated companies	1	2	–1
Other long-term loans receivable	41	42	–2
Total	1 646	1 502	144

In the financial statement, receivables due within one year or within a longer period have been presented as loans receivable belonging to long-term investments.

The Tradeka Group Oy's incorporation procedure involved FIM 289.8 million from the decrease in subsidiary shares, in which connection the subsidiary's share capital was increased by net capital contributions of FIM 10 million. The increase included the transfer by the Tradeka Group of the whole of Tradeka Oy's share capital and 13% of Restel Oy's share capital. The Tradeka Group Oy also issued FIM 300 million in convertible bonds, which were registered and subscribed by the Cooperative Tradeka Corporation, which is seen in the growth of subsidiary loan receivables above.

Current Assets

FIM million

Securities	4	4	0

Current assets include shares only, and their book values do not deviate significantly from their market values.

Short-Term Receivables from Subsidiaries

FIM million

Accounts receivable	2	14	–12
Loans receivable	83	135	–52
Accrued liabilities and prepaid income	0	0	0
Other receivables	20	32	–12
Total	105	181	–76

Liabilities to Subsidiaries

FIM million

Accounts payable	0	0	0
Accrued liabilities and prepaid income	0	0	0
Other current liabilities	0	0	0
Total	0	0	0
Loans:			
Secured pension loans (recessive liability)	–12	–10	–2
Net liabilities to subsidiaries	93	171	–78

The decrease in receivables from subsidiaries was due mainly to the sale of Suomen Tilirahoitus Oy.

The most significant of the liabilities to subsidiaries is the collateral loan to associated company Inex Partners Oy of FIM 16 million in accordance with the Cooperative's restructuring plan.

Shareholder's Equity

FIM million

	1 Jan 97	+	–	31 Dec 97
Restricted equity:				
Share capital	50	0	0	50
Resigned members' fees	3	0	0	3
Reserve fund	79	0	0	79
Revaluation fund	211	0	–8	203
Non-restricted equity:				
Deficit from previous years	–861	0	224	–637
Surplus for the year	224	287	–224	287
Total	–294	287	–8	–15

The non-paid cooperative share capital, excluding resigned members' fees, was FIM 51.1 million (FIM 51.2 million).

Shareholders' equity and stabilised restructuring debts totalled FIM 1,070.0 million (FIM 791.7 million).

Valuation Items under Fixed Assets

FIM million

	1 Jan 97	–	31 Dec 97
Land	103	0	103
Buildings	77	–5	72
Shares in subsidiaries	4	–3	1
Shares in associated companies	27	0	27
Other shares	0	0	0
Total	211	–8	203

Revaluations of assets regarding completed sales were cancelled. No new revaluations were made.

The remaining revaluations will be annulled in conjunction with the incorporation of Eka Real Estate Development, with the exception of a FIM 27 million revaluation concerning the shares of the associated company Inex Partners Oy.

Statutory Reserves

Statutory pension reserves of FIM 1.65 million were annulled in 1997 in connection with the financial statement.

As of 31 December 1997, FIM 10 million remains in statutory reserves in case of a possible decrease in the restructuring debt cuts to financial services office depositors and FIM 0.4 million to provide for potential security payments.

Notes to the Balance Sheet

Long-Term Liabilities and Amortisations

FIM million

	Loan 31 Dec 1997	Amortisation 1998	1999–2002	2003–
Restructuring debt:				
Stabilised pension loans	244			244
Equity loan	233			233
Interest-free equity loan	608			608
Total stabilised debt	1 085			1 085
Secured debt	1 056	–60	–339	657
Long-term partitioning debt	573	–96	–382	95
Short-term partitioning debt	6	–6	0	0
Other restructuring debt	30	–30	0	0
Total	2 750	–192	–721	1 837
Loan from financial institutions	66	–22	–44	0
Total	2 816	–214	–765	1 837

Stabilised Restructuring Debt

Stabilised loans are liabilities over which all other loans take precedence. No repayments were made on the stabilised loans during 1997. Changes in liabilities are attributable to compromises reached in actions for recovery, and creditors' payments in lieu of performance based on guarantees.

Interest-free equity loan
After the changes mentioned above, the interest-free equity loan on the terms of shareholders' equity and in accordance with the approved restructuring totals FIM 608.1 million (FIM 607.6 million in 1996).

Equity loan
The equity loan totalled FIM 233.3 million (FIM 234.1 million in 1996). According to the terms of the equity loan, the loan principal can be repaid upon the dissolution or bankruptcy of the company, so that all other loans take precedence over it. Before this, the loan principal can only be repaid if the Cooperative will have full cover on the share capital calculated on the basis of the confirmed balance sheet and consolidated balance sheet of the previous financial period. According to the restructuring program, an annual interest rate (five years' market rate + 2%) will be capitalised on the loan until the due date. The principal will be paid before the interest. In the financial statement, the interest has been booked as liability for interest outside the balance sheet. In 1997 the liability for interest has been calculated on the basis of a 7.9% annual interest rate for both the principal and the previous years' liability for interest. Increase in the liability for interest in 1997 was FIM 23 million, and the total liability in the financial statement was FIM 84 million.

Stabilised pension loan
According to a signed promissory note, Eläkekassa Tuki has granted a loan of FIM 182 million to Cooperative Tradeka Corporation on condition that repayment of the loan and payment of interest can take place on the basis of the Cooperative's confirmed financial statement, and within the framework of the unrestricted equity indicated by them. Repayment must not risk payments under the payment plan. In addition, other terms of the loan state that other stabilised loans take precedence over this one.

The loan granted by Eläkekassa Tuki includes a recessive liability for the payment of pensions during 1994–2003 at an annual rate of 8%. The maximum calculated capitalised value of the recessive liability is FIM 62 million, booked in the financial statement as a stabilised guarantee loan relating to stabilised debt. During 1997, guarantors have, on behalf of the Cooperative, paid FIM 9 million in pensions mentioned above, and by the end of the year a total of FIM 43 million; of which subsidiary Restel Oy paid FIM 12 million (FIM 9.5 million in 1996). Liability for interest relating to the payments for 31 December, 1997 was FIM 6.9 million (FIM 3.5 million).

Other Restructuring Debt

Secured debts
According to the restructuring program, secured debts are comprised of debts which will be paid off in equal portions (FIM 677 million) between 1996 and 2003, and of debts that will be paid back in connection with the realisation of real estate property (FIM 980 million). At the end of the year FIM 1,056 million (FIM 1,450 million the previous year) of these debts remained. During the year, FIM 396 million was paid in secured debts, while the changes concerning the position of the creditors increased the amount of secured debts by FIM 2 million.

The yearly consumer price index bound interest rate for 1997 was 3% (2% the previous year).

Long-term partitioning debt
The long-term partitioning debt of FIM 573.5 million will be amortised on a straight-line basis between 1998 and 2003. There is no interest on the debt. The 1997 net change of FIM -2.5 million resulted from changes concerning the position of secured creditors.

Short-term partitioning debt
FIM 6 million remains of the short-term partitioning debt (FIM 60 million in 1996), partly because of missing payment information. According to the program, the debt will be amortised on a straight-line basis between 1994 and 1997. In 1997 FIM 54 million was used to repay the debt. There is no interest on the debt.

Other restructuring debt
The future convertible bonds of subsidiaries
The Cooperative Tradeka Corporation has subscribed and paid for the FIM 10 million in convertible bonds that were issued by Tradeka Oy and Restel Oy, and will subscribe for the convertible bonds of equal value of Eka Real Estate Development after its incorporation. The convertible bonds

Notes to the Balance Sheet

will be handed over to the Cooperative's secured creditors in accordance with the restructuring program as payment for the FIM 30 million in restructuring debts.

Creators of secured debt have the right to convert the convertible bonds of Tradeka Oy and Restel Oy into shares, provided that the terms defined in the restructuring program, which relate to the profitability of business operations, cash flow from business operations and investments, are not met. Creators of secured debt have the right to convert the convertible bonds of Eka Real Estate Development Oy into shares.

If the convertible bonds are converted into shares, they will grant the shareholder an approximately 75% share of votes and ownership in the mentioned companies.

Total restructuring debt

Restructuring debt totalled FIM 2,750 million as of 31 December 1997 (FIM 3,201 million in 1996). FIM 450 million worth of repayments were made, and owing to different compromises, court decisions and revisions, the debt decreased by FIM 1 million. The payments that were based on the creditors' mutual guarantees, and the consents involved in liquidating assets resulted in the over-collaterals of some creditors being allocated during 1997, so that on 31 December 1997, the restructuring debt exceeded the amount of collateral.

Contingent Liabilities

FIM million

	1997	1996	97/96
Mortgages pledged in security for debt:			
For own debt	1 004	1 119	–115
On behalf of subsidiaries	5	5	0
On behalf of associated companies	5	5	0
On behalf of others	1	4	–3
Total	1 015	1 133	–118
Pledges:			
Securities for own debt	206	519	–313
Receivables for own debt *	1 667	1 830	–163
Deposits on behalf of others	8	0	8
Total	1 881	2 349	–468

FIM million

	1997	1996	97/96
Guarantees given:			
On behalf of subsidiaries	2	2	0
On behalf of associated companies	59	63	–4
On behalf of bankrupted companies	1	1	0
On behalf of others	12	13	–1
Total	73	78	–5
Other liabilities:			
Interest liabilities for stabilised loans	91	65	26
Total	91	65	26
Total contingent liabilities	3 060	3 625	–565

* The receivables of Cooperative Tradeka Corporation pledged in security for debts, listed above, also include receivables which the Cooperative has stabilised and removed from the accounting books. At the end of 1997, the amount of depreciated receivables was FIM 252.9 million, the same amount as at the end of 1996. The liabilities that have been pledged in security by Tradeka Oy are presented in the itemisation at their nominal values, which are in accordance with the promissory note values, while the book value is FIM 245.1 million lower after loan payments have been made.

The liabilities for interest that concern stabilised restructuring debt have been explained in conjunction with the respective credits.

Pension Liability

As required by the restructuring program, the non-covered pension liability of Eläkekassa Tuki was booked in 1994 as costs and debt; FIM 244 million corresponds to the stabilised pension loan and FIM 88 million to the short-term partitioning debt. Annual repayments of FIM 21 million were made on the latter debt from 1994 to 1997, thus eliminating it. The entered debts cover the calculated pension liability of FIM 194 million (FIM 212 million in 1996) and the recessive liability relating to the stabilised pension loan.

Based on its shareholder and guarantee undertakings, Cooperative Tradeka Corporation has an adhesion liability of FIM 3 million for Eläkekassa Tuki's uncovered pension liability (FIM 3 million in 1996).

Board's Proposal for Distribution of Earnings

The Board of Directors proposes that the surplus of FIM 286,638,434.02 for 1997 be used in accordance with Article 10:1 of the Cooperative's rules and regulations to cover losses brought forward.

Helsinki, 3 April 1998

Olavi Syrjänen
Aarno Aitamurto
Margit Eteläniemi
Kari Pöyhönen

Maunu Ihalainen
Markku Alhava
Jukka Simula

Antti Remes
President

Auditors' Report

To the members of Cooperative Tradeka Corporation

We have audited the accounts, the accountig records and the administration of Cooperative Tradeka Corporation for the financial year 1 January to 31 December 1997. The accounts prepared by the Board of Directors and the President include both the consolidated and the Cooperative's statement of income, balance sheets and notes to the financial statements, including the statements of sources and application of funds. We give our opinion on the accounts and the administration based on our audit.

We have examined the accounts and the accounting records, the accounting policies, contents and disclosures and the presentation of the information in accordance with the Finnish accounting standards, to obtain assurance that the accounts do not contain essential errors or shortcomings. The administration was audited to obtain assurance that the actions of the Board of Directors and the President have been in conformity with the regulations of the Cooperatives Act.

The accounts have been prepared in accordance with the regulations of the Accounting Act and other relevant legislation and regulations, and give a true and fair picture of the consolidated and the Cooperative's result from operations and financial position.

The accounts, including the consolidated financial statements, may be approved, and the members of the Cooperative's Supervisory Board and the Board of Directors as well as the President may be discharged from liability for the financial year audited by us. The Board's proposal to use the surplus is in conformity with the Cooperatives Act.

Helsinki, 21 April 1998

Mauri Palvi
Chartered Public Accountant

Veijo Riistama
Chartered Public Accountant

Statement by the Supervisory Board

The Supervisory Board has examined Cooperative Tradeka Corporation's financial statements and the consolidated financial statements, reviewed the report of the Board of Directors, and the Board's proposal for distribution of the surplus, and submits them, together with the auditors' report, to the meeting of the Council of Representatives. The Supervisory Board proposes that the financial statements and the consolidated financial statements be adopted.

As its opinion in accordance with Article 21:1 of the Cooperative's rules, the Supervisory Board states that the proposal by the Board of Directors for distribution of the surplus is in conformity with Article 10 of the rules.

Helsinki, 22 April 1998

Markku Pohjola

Raimo K. Mäkelä

Tradeka Corporation's Council of Representatives

The annual general meeting of Cooperative Tradeka Corporation's Council of Representatives was held on 28 May, 1997.
In the election of representatives from 13 March to 1 April, 1998, 110 members were elected to the Council of Representatives. The term of the Council of Representatives is six years.

Uusimaa District:
Ms. Hilkka Ahde, Vantaa
Mr. Timo Ahola, Mäntsälä
Ms. Eila Asikanius, Järvenpää
Ms. Maija Jakka, Vihti
Ms. Minna Karhunen, Hyvinkää
Ms. Marjo Kiukkonen, Hyvinkää
Ms. Toini Nieminen, Lohja
Mr. Veijo Nyman, Nummi-Pusula
Mr. Matti Pajuoja, Lohja
Mr. Markku Pohjola, Vihti
Mr. Matti Saarinen, Lohja
Mr. Reijo Varalahti, Karkkila

Southern Häme District:
Ms. Maija Auvinen, Riihimäki
Mr. Jorma Hacklin, Jokioinen
Ms. Liisa Kajander, Janakkala
Mr. Matti Kauppila, Lahti
Mr. Aarne Kauranen, Hämeenlinna
Ms. Vuokko Kautto, Lahti
Mr. Johannes Koskinen, Hämeenlinna
Ms. Merja Leppänen, Forssa
Mr. Tapio Luttinen, Lahti
Ms. Marja-Leena Taavila, Lahti

Tampere District:
Ms. Pirkko Behm, Tampere
Mr. Jukka Gustafsson, Tampere
Ms. Inna Ilivitzky, Valkeakoski
Ms. Hannele Isotalo, Valkeakoski
Ms. Anneli Kivistö, Tampere
Ms. Sirpa Koivisto, Tampere
Ms. Arja Laine, Hämeenkyrö
Ms. Arja Ojala, Tampere
Mr. Heikki A. Ollila, Kangasala
Mr. Seppo Salminen, Tampere
Ms. Eila Terävä, Tampere
Mr. Pertti Turtiainen, Kangasala
Ms. Auli Välimäki, Mänttä

Turku District:
Mr. Heikki Aaltonen, Uusikaupunki
Mr. Mikko Immonen, Mynämäki
Ms. Anna-Liisa Jokinen, Turku
Mr. Matti Kankaanpää, Salo
Ms. Ulla Kauppinen, Turku
Ms. Helena Keto-oja, Salo
Ms. Annika Lapintie, Turku
Mr. Pertti Paasio, Turku
Ms. Virpa Puisto, Turku
Mr. Jukka Roos, Teijo
Mr. Sauli Saarinen, Turku

Pori District:
Ms. Raila Aho, Pori
Ms. Annikki Järvinen, Pori
Mr. Reijo Kallio, Rauma
Ms. Leila Koski, Rauma
Mr. Timo Laaksonen, Pori
Ms. Leila Mäkelä, Kankaanpää
Mr. Timo Roos, Vammala
Ms. Leila Rostedt, Rauma
Ms. Kirsti Willberg, Noormarkku

Jyväskylä District:
Ms. Iiris Hacklin, Jämsä
Mr. Eero Hakonen, Äänekoski
Ms. Seija Janhonen, Jyväskylä
Mr. Pekka Leppänen, Suolahti
Mr. Raimo Rajanen, Jyväskylä
Ms. Emmi Rossi, Viitasaari
Ms. Marja-Leena Viljamaa, Jyväskylä

Seinäjoki District:
Mr. Markus Aaltonen, Seinäjoki
Ms. Taina Lehto, Vaasa
Ms. Riitta Lehtola, Seinäjoki
Mr. Raimo Rauhala, Vaasa
Ms. Taina Tulima, Pietarsaari
Ms. Marjatta Vehkaoja, Vaasa

Kuopio District:
Mr. Olavi Huttunen, Suonenjoki
Ms. Marita Juuti, Varkaus
Mr. Jorma Kukkonen, Kuopio
Ms. Asta Kyyriäinen, Iisalmi
Mr. Iivo Polvi, Iisalmi
Mr. Kari Rajamäki, Varkaus
Ms. Marja-Liisa Tykkyläinen, Kuopio
Mr. Jorma Vokkolainen, Varkaus

Kymi District:
Ms. Ellen Helo, Imatra
Ms. Anna-Liisa Kasurinen, Kotka
Mr. Pekka Koskimies, Imatra
Mr. Jouko Kotola, Kotka
Mr. Jukka Kärnä, Imatra
Mr. Hannu Myyryläinen, Lappeenranta
Ms. Sinikka Mönkäre, Imatra
Mr. Kari Soininen, Kouvola
Mr. Pentti Tiusanen, Kotka

Mikkeli District:
Mr. Valto Aholainen, Mikkeli
Mr. Juha Bilund, Savonlinna
Ms. Kaija Karvinen, Savonlinna
Mr. Antti Leskinen, Savonlinna
Mr. Raimo Mähönen, Pieksämäki

Joensuu District:
Mr. Ossi Haatainen, Joensuu
Mr. Esa Lahtela, Kitee
Ms. Maija Martikainen, Joensuu
Ms. Kerttu Törnqvist, Lieksa

Oulu District:
Ms. Anne Huotari, Kajaani
Mr. Raimo Järvenpää, Oulu
Ms. Anneli Kiiskinen, Oulu
Ms. Ritva Kitinoja, Oulu
Mr. Alpo Löytynoja, Ylivieska
Ms. Leena Mustonen, Kuusamo
Mr. Osmo Polvinen, Sotkamo
Mr. Asser Siuvatti, Raahe
Mr. Martti Turkka, Oulu
Mr. Unto Valpas, Raahe

Lappi District:
Ms. Sisko Akujärvi, Inari
Mr. Asko Apukka, Sodankylä
Mr. Jukka Ikäläinen, Kemi
Ms. Eeva-Liisa Kilpeläinen, Kemi
Mr. Juha Pikkarainen, Kemijärvi
Ms. Helena Tiuraniemi, Rovaniemi

Tradeka Corporation's Supervisory Board

Mr. Markku Pohjola, Vihti,
Chairman
Ms. Ritva Kitinoja, Oulu,
Vice Chairman
Mr. Juhani Vähäkangas, Raahe,
Vice Chairman
Mr. Seppo Grönqvist, Eräjärvi
Mr. Jukka Gustafsson, Tampere
Ms. Iiris Hacklin, Jämsä
Mr. Markku Harju, Kemijärvi
Mr. Harri Helminen, Anjalankoski
Ms. Helena Hevonkoski, Virrat
Ms. Anne Huotari, Kajaani
Mr. Reijo Jeskanen, Joensuu
Ms. Minna Karhunen, Hyvinkää
Mr. Matti Kivikoski, Salo
Ms. Marketta Korrensalo, Kemi
Ms. Leila Koski, Rauma
Mr. Johannes Koskinen, Hämeenlinna
Mr. Jorma Kukkonen, Kuopio
Mr. Eero Laine, Imatra
Mr. Pekka Leppänen, Suolahti
Mr. Antti Leskinen, Savonlinna
Mr. Tapio Luttinen, Lahti
Mr. Turkka Merisaari, Turku
Mr. Veikko Nurmi, Kauttua
Mr. Matti Pajuoja, Lohja
Mr. Iivo Polvi, Iisalmi
Ms. Terhi Päivärinta, Pietarsaari
Mr. Matti Saarinen, Lohja
Ms. Marketta Semi, Vaasa
Mr. Ilkka Sepponen, Turku

Personnel Representatives
Mr. Matti Koskenmäki, Turku
Mr. Reino Sirviö, Lempyy
Ms. Pirjo Thilman, Karhula
Ms. Ritva Vartia, Mikkeli

Deputy Representatives
Ms. Sirkka-Liisa Rosenlund, Helsinki
Mr. Risto Malmi, Oulu
Ms. Christel Paasila, Helsinki
Mr. Kalevi Aitakangas, Pori

Tradeka Corporation's Board of Directors

Mr. Olavi Syrjänen,
Chairman
Mr. Maunu Ihalainen,
Vice Chairman
Mr. Aarno Aitamurto
Mr. Markku Alhava
Ms. Margit Eteläniemi
Mr. Jukka Simula

President
Mr. Antti Remes

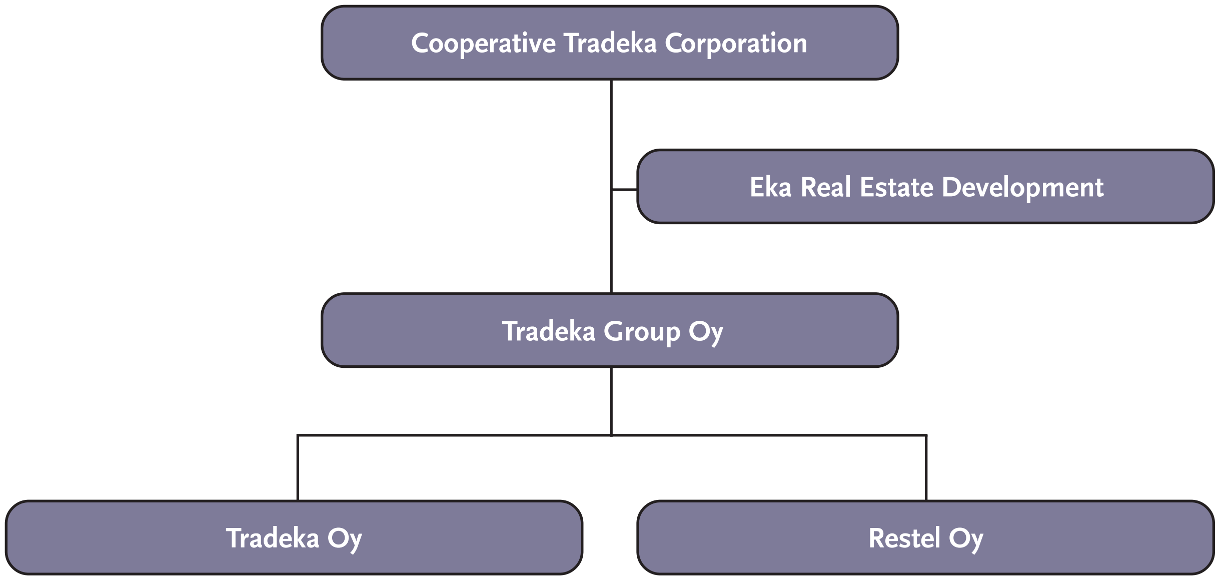
Personnel Representatives
Ordinary Member Mr. Kari Pöyhönen
Deputy Member Mr. Martti Kesseli

Auditors

Ordinary Auditors
Mr. Mauri Palvi,
Authorised Public Accountant
Mr. Veijo Riistama,
Authorised Public Accountant

Deputy Auditors
KPMG Wideri Oy Ab
Mr. Kari Lydman,
Authorised Public Accountant

Public Accountant appointed by the Circuit Court of Helsinki to supervise the mandatory restructuring
Mr. Jyrki Tähtinen,
Attorney-at-Law



Business Organisation

Cooperative Tradeka Corporation

President
Mr. Antti Remes

Legal Affairs
Mr. Juha Laisaari

Membership Administration
Mr. Raimo K. Mäkelä

Eka Real Estate Development

President
Mr. Heikki Venho

Tradeka Group Oy

President
Mr. Antti Remes

Internal Auditing
Mr. Risto Salminen

Communications
Ms. Riitta Raasakka-Niklander

Tradeka Oy

President
Mr. Aarno Mäntynen

Tradeka International
Mr. Waldemar Tuutti

Restel Oy

President
Mr. Ralf Sandström

Finance Administration
Mr. Mats Rosengård

Administration
Mr. Kari Lalu

Hotel Division
Mr. Jari Laine

Restaurant Division
Mr. Björn Pahlberg

Ketjuetu Oy

President
Mr. Aarno Mäntynen

Business Support
Mr. Tapio Lehikoinen

Siwa

Senior Vice-President
Mr. Harri Finér

Business Development
Mr. Markku Uitto

Marketing
Mr. Ilpo Virtanen

Controller
Ms. Jaana Lehto

Valintatalo

Senior Vice-President
Mr. Leo Järvensivu

Business Development
Mr. Leo Järvensivu

Controller
Mr. Toivo Hakonen

Euromarket/Maxi

Senior Vice-President
Mr. Pekka Kosonen

Marketing
Sales of Specialty Goods
Mr. Seppo Hämäläinen

Sales of Daily Consumer Goods
Mr. Pertti Palanen

Field Operations
Mr. Juhani Mast

Controller
Mr. Hannu Harju

Palveluetu Oy

President
Mr. Olli Suominen

EDP and Development
Mr. Veijo Heinonen

Controller
Mr. Risto Nokireki

Personnel
Ms. Pirkko Virtanen

Accounts and Taxation
Mr. Uolevi Lahti

Operational Accounting
Mr. Mikko Harjunen

Financial Administration
Mr. Ossi Hynninen

Over One Million Loyal Customers

A new marketing concept introduced in April, YkkösBonus, boosted the increase in the number of loyal customers. Despite the tight competition on the market, the number of YkkösBonus loyal customer accounts grew steadily, and the number of card-holders surpassed one million in October. There are currently 675,000 loyal customer accounts and a total of 1,090,000 YkkösBonus card-holders.

In 1997, 183,515 new loyal customer accounts were opened and, counting the extra cards for accounts with more than one card, a total of 273,888 YkkösBonus cards were issued. Customers displayed more loyalty than ever in their purchasing habits: loyal customer sales totalled FIM 5,550 million, an increase of 40% over the previous year. Tradeka and Restel accounted for FIM 3,730 million of the figure. Tradeka's sales were up 28% from the previous year and Restel's were up 21%.

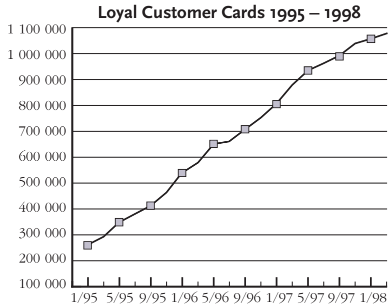
A total of FIM 82.5 million in bonuses were paid to 247,600 households, 88% more than in 1996.

In addition to Tradeka and Elanto, the YkkösBonus scheme is in use by special agreement at the following ten companies: AD auto workshops and spare part stores, Expert home electronics stores, Neste service stations, Pokapörssi opticians, the Sampo insurance company, Sotka furniture stores, Spies and Tjäreborg travel agencies, Veho car dealerships, and Värisilmä home decoration supply stores. AD and Veho were the new additions to the system in 1997.

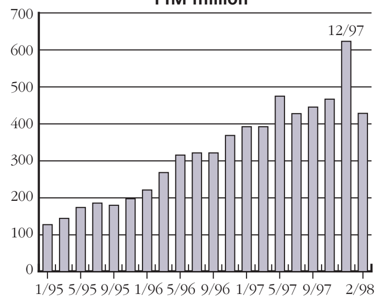
The stiff competition to attract loyal customers caused much public discussion about the new marketing ploy. Consumer organisations and much of the media performed and released comparative studies of the differences between the competing loyal customer schemes. YkkösBonus passed with flying colours: it was shown to be the most rewarding for the customers and to have the most understandable system.

The objective for 1998 is to increase loyal customer sales and make customers more loyal in their purchasing habits. This year special attention will be paid to making the YkkösBonus advantages and partner companies more well-known.

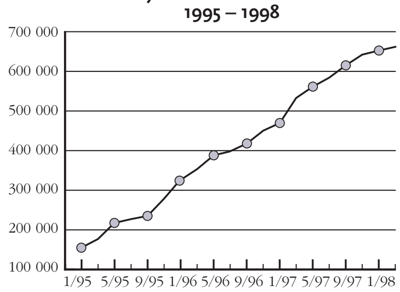
Loyal Customer Cards 1995 – 1998



Loyal Customer Sales 1995 – 1998
FIM million



Loyal Customer Accounts
1995 – 1998



Taking Action for the Good of the Environment

At the Tradeka Corporation environmental concerns are an integral part of daily operations. Environmentally-friendly work methods have been a part of business strategy at Restel Consolidated since 1995. Tradeka Consolidated's environmental policy was ratified in March of 1998. It was based on the Eko-Eka program, which had been adopted in 1990.

The environmental strategy has already been put into effect in hotel and restaurant operations at the level of individual business units by appointing an environmental supervisor for each hotel and each restaurant area. Environmental reviews have been conducted at the hotels and a separate environmental program has been drawn up for each hotel. In 1998 every hotel and restaurant will have an environmental plan built into its plan for the year.

In the retail trade, environmental factors were emphasised significantly more in 1997 than in the years before. Ketjuetu Oy hired an Environmental Manager. The month of May brought participation in the EKO Consumer Trade Fair, where Tradeka's stand displayed practical steps taken to decrease detrimental influences on the environment. During the year an environmental policy was drawn up; it was approved at the Tradeka Corporation's meeting of the Supervisory Board in March, 1998.

Part of Tradeka Oy's environmental policy is that environmental concerns are included in the leadership and decision-making of the company along with quality, health and security issues. Tradeka wants to take responsibility for the environmental effects of its actions, while at the same time becoming more competitive and saving on costs.

Restel Taking Action

– Decrease in use of individually-wrapped products and products in non-recyclable containers.
– Messages encouraging energy conservation posted in hotel rooms.
– Water-saving devices installed in hotel rooms.
– Using recycled paper.
– Special monitoring of hotel room temperatures; regular temperature maintained only in rooms that are in use.
– Food-oil recycling.
– Waste sorting and recycling.
– Continuing developmental work in co-operation with suppliers.
– All product selection, from pens to foodstuffs, must take environmental aspects into consideration whenever economically feasible.

Tradeka Taking Action

– Decrease in traffic flow by concentrating product deliveries, from 10 to 15 percent less depending on the type of store.
– Heat recovery on cooling equipment; only cooling equipment that uses approved coolants and insulation without freon.
– Air-conditioning and lighting control systems at new store outlets.
– YVA (Environmental impact) assessments to be carried out when establishing large units.
– Improved waste sorting:

* Recycling of pallets, trolleys and transportation boxes.
* Reuse of packing cardboard.
* Plastic recycling trial in co-operation with Inex.
* Separate disposal of problem waste (batteries, light tubes).
* Waste disposal is included in the internal assessment program, which was implemented before required by law.
* Product selection includes organic products, products bearing the Nordic countries' environmental mark, and other environmentally-friendly products (Öko-Tex-certified, for example).
* Recycling bins coming soon for customers to return packaging materials.
* Waste paper sorting for office paper and home waste paper.
* Half of Tradeka's stores participated in a nation-wide composting campaign in September.
* The Store, School and Environment Project together with Palokka Secondary School and the Central Finland Environmental Centre in conjunction with the construction of the Palokka Euromarket.

In addition:
Policy set with regard to genetically-modified foodstuffs: GMO foodstuffs should be marked and kept separate from conventional products. Inex is expected to provide a report on GMO's place in relation to purchasing.

The Tradeka Corporation in Key Figures 1993–1997

FIM million	1993	1994	1995	1996	1997
Net Turnover	7 770	5364	5 534	5 770	6 053
Other Income from Operations	128	140	113	156	237
Variable Costs	8 011	5 250	5 272	5 435	5 685
– % of Net Turnover	103.1	97.9	95.3	94.2	93.9
Gross Margin	–113	254	375	491	605
– % of Net Turnover	–1.5	4.7	6.8	8.5	10.0
Depreciation	199	151	129	128	147
Operating Profit	–312	103	246	363	458
– % of Net Turnover	–4.0	1.9	4.5	6.3	7.6
Profit before Extraordinary Items, Appropriations and Taxes	–621	–21	238	335	421
– % of Net Turnover	–8.0	–0.4	4.3	5.8	7.0
Investments	340	111	100	247	242
Balance Sheet	8 582	3 230	3 023	3 105	3 006
Personnel, Average	7 144	5 150	5 090	4 842	4 818

Tradeka

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http://www.tradeka.fi